

Political tragi-comedy continues in Bolivia, Page 4

Sterling Index

North Sea

Of (Brent) PRICE

Sterling's weakness prompted a

slight rise in money market interest

Financial markets are still antic-

Dealers said the dollar was being underpinned by a conviction that a

widening U.S budget deficit would

limit any fall in interest rates.

No. 29,481

BUSINESS

\$350m

division for \$362m.

Page 41

Page 41

EUROPE'S BUSINESS NEWSPAPER Thursday November 22 1984

FINANCIAL TIMES

NEWS SUMMARY

GENERAL

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ISSUA

Dutch la

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D SERVIC

Gunmen injure Spanish unit for general

Gammen severely wounded an ar-my general in Madrid, apparently in reprisal for the assassination in Bilbao of a leading Basque nation-alist politician. The two shootings dashed hopes of a possible negotiated ceasefire with the Basque separatist movement ETA.

Gen Luis Rosón, a member of a prominent political family, was shot in the chest by two youths who approached his car. His driver was al-

so severely injured. In the Basque country there were fears of a renewed spiral of violence, while the Madrid shooting indicated the terrorists' ability to strike back rapidly and to heighten tension. Page 2

HK plan changes

Hong Kong Governor Sir Edward Youde ontlined revised plans for representative bome rule before the colony reverts to China in 1997. It is planned next year to double the number of indirectly elected officials and to cut the number of ap-pointed members of the legislative council. Page 3

Giscard criticised

A French parliamentary inquiry said former President Valery Giscard d'Estaing acted unconstitutionally in not briefing his prime minis-ters about a secret oil prospecting scheme that proved to be a fraud. Former Premier Raymond Barre also bore heavy responsibility in the "sniffer aircraft" scandal for hiding the facts from ministers.

China picks German

China appointed a West German engineer to run one of its biggest diesel engine factories, the first for-eigner, to samage a state enterprise since the Communist revolution.

Rebels free 14

Fourteen people; including a baby,

Setback for Poles as Genscher calls Murdoch buys Ziff off Warsaw visit

BY RUPERT CORNWELL IN BONN AND CHRISTOPHER BOBINSKI IN WARSAW

West might soon return to normal have received a serious flow with NEWS AMERICA, U.S. subsidiary the last minute cancellation of the of Mr Rupert Murdoch's News Cor-poration, has paid \$350m for the business magazine publishing divitrip to Warsaw that Herr Hans-Dietrich Genscher, the West-Ger-man Foreign Minister, was due to sion of the privately-held Ziff-Davis group. The purchase follows Tues-day's deal in which CBS is buying

begin yesterday. The dramatic announcement by the Foreign Ministry here that the scheduled three-day visit was off the Ziff-Davis consumer magazine zame just after 3am - barely four hours before Herr Genscher and **DOLLAR** gained in London to DM his party were supposed to take off 3.0185 (DM 3.006), FFr 9.25 (FFr

HOPES that Poland's ties with the

for Poland 9.2225), SwFr 2.501 (SwFr 2.489) and The minister's decision, taken on-Y245.5 (Y245.0). On Bank of Enly after emergency consultatioo with Chancellor Helmnt Kohl, is regland figures its trade-weighted in-dex improved to 140.9 from 140.0. gretted on all sides. However, there is general recognition, at least in STERLING was weaker in London, falling 1.05 cents to \$1.2275. It also the ruling centre-right coalition, that Poland's fraught domestic situ-

ation had made a successful journey impossible. could take place only in "an atmos-

Herr Genscher's visit.

China offers major area 2232

for offshore exploration 1984 ALUMINIUM prices continued to fall in unsettled trading, with the cash price closing $\pounds 4.25$ (\$5.18) BY MARK BAKER IN PEKING CHINA has opened a further

down at £921 a tonne. Alcoa, the world's biggest producer, is to cut output oo December 1, but only by

printers' union , who are to meet the Government next week, have been told by their members to start talks on a new collective wages agreement by the end of e year. The Government insists

The denial of an entry visa to a West German journalist travelling with Herr Genscher; The objection to plans for him to

The Chancellor, speaking in Vien-na yesterday, said that such talks The insistence, made plain on the

phere of complete trust." That, how-ever, had vanished after the objections raised by the Warsaw Govern- Popieluszko, who was murdered by ment during the final run-up to security officials,

listed three demands from the Pol- cisioo "suddeo and unconvincing"

man oppositioo to the visit bad been a key factor. A ministry statement also em-phasised that West German insistence on a visa for Mr Carl Gustav

That emerged yesterday when the Government presented a supplementary hudget for 1984 that showed an increase of FFr 14.7bn (S1.58bn) in debt servicing charges over the FFr 70bn allowed for in the Finance Law, setting out this year's budget.

The substantial increase in the debt servicing hurden is the main factor behind the widening of the budget deficit this year be-yond the Government's initial target.

tees for public sector borrowing abroad.

The supplementary budget shows an anticipated deficit for the year of FFr 144.4bn, which is Since the imposition of martial

itial budget calculations. **Continued on Page 20**

nance Minister, has claimed that the delicit was climbing to 4 per cent when he took affice in July but that he has subsequently brought it under control.

substance to the opposition charge that the Government has again understated the debt servicing bill in the 1985 budget. That allows for debt servicing charges of FFr 83.9bn, in spite of a con-tinuing increase in the size of the Government's debt.

The Government has been counting for next year's budget on a sharper fall in interest rates perlevy than the French financial mar-kets anticipate, and has been using its influence to exert a downward pressure oo rates.

NORTH SEA oil prices fell yester day in response to continued high levels of production and price discounting by some producers as de-mand remained weak because of the general mitdness so far of the

D-8523 B

December shipments of Brent, the UK's marker crude, were changing bands at \$27.60, a fall of

the foreign exchange markets to against other leading currencies. That in turn raised doubts about

issue on November 28. Foreign exchange dealers said sterling was hit by a wave of selling in the alternoon, registering sharp losses against European currencics as well as against the generally stronger dollar.

Tuesday, and its losses against oth-

er currencies were reflected in a

hits sterling BY DOMINIC LAWSON AND PHILIP STEPHENS IN LONDON

North Sea oil

price decline

winter weather.

15 cents on the day and 40 rents beow the levels seen a week ago. The fall in oil prices combined with a further rise in the dollar on

bring significant losses for sterling wbether a widely anticipated cut in base lending rates to 9% per cent could be expected before the clo-sure of the British Telecom share rates in London, dampening opti-

mism that Barclay's 's point cut in base rates on Monday would be quickly followed by a 1: point reduction by other clearing blacks. ipating a cut in rates, but believe the authorities might not want to risk further pressure on sterling unul the BT issue is safely completed.

Some dealers felt the pound might have been artificially sup-ported in the past few days as foreign investors made large purchases in the hope of securing

shares in BT. Sterling closed in London at DM 3,0185, up 1.25 pleanings from S1.2275, 1.05 cents lower than on Tuesday. On Bunk of England cal-

Continued on Page 20 sharp 0.9 poiot fall in the sterling Markets, Page 31; Currencies, index to 75.1. Page 41 Page 41

EEC states face suit over milk levy

BY INO DAWNAY IN BRUSSELS

THE EUROPEAN Commission has agreed to one more month's moved vesterday to shore up its "su- grace before levies due on output system designed to penal- for the April-September half of the ise EEC farmers who are producing marketing year have to be paid.

milk above agreed quota levels. The two moves reflect the Com-Anxious that the regime may not mission's dilemma over how to cope be proving as effective as hoped, with the widespread resistance to

960 SPER TO 1.5 17. 10 1.2.2. mary ALUMINIUM Cash Metal

9,000 tonnes. Page 40

WALL STREET: The Dow Jooes industrial average closed 6.4 up at 1,201,52. Section III

LONDON equities were firm, with the FT Industrial Ordinary index

fell to DM 3.7 (DM 3.725), FFr 11.3575 (FFr 11.3975), SwFr 3.07 (SwFr 3.08) and Y3015 (Y303.0), Its exchange-rate index fell 0.9 to 75.1.

100,000 sq km of offshore areas for exploration contract bids by inter-

national oil companies. The China National Offshore Oil Corporation (CNOOC) says the areas are more attractive than those offered in a first round of bid-

ding between 33 foreign oil compa-nies, concluded last year, and the index

that such talks may start only to-wards the end of 1985 after a new law regulating wage bargaining has been passed. Page 2 ish side, which it said made a "postponement" desirable in the interests of "reconciliation and normalisation" between Boon and Warsaw. Those were:

lay a wreath at the grave of a Ger-man soldier killed in World War trade union.

The Yinggehal zone, which was commercial discoveries.

borders an exploration zone where latest bidding must seek applica-Arco has discovered a big natural tion documents before December gas deposit, with two wells showing 15. Replies must be made by Janua-flows of 1.2m and 1.8m cum of gas a ry 31, after which data can be

Chen Bingqian, the director of Although a number of oil compa-CNOOC's liaison department, said nies are nervous about the slowness the area, mostly less than 200m of discoveries, especially in the

surveyed several years ago by Arco,

eve of Herr Genscher's departure, that he should not visit the grave of the Solidarity priest, Father Jerzy

Herr Genscher's visit. The Foreign Ministry statement terday called the West German de-

and implied that internal West Ger-Delegates representing Poland's Ströhm, a journalist from Die Welt,

had been a deciding factor. Nevertheless, Mr Genscher's desire to visit Father Popieluszko's grave probably played a greater role in scuttling the visit.

Earlier this month, Mr Malcolm Rifkind, Minister of State at the British Foreign Office, drew strong criticism from Polish officials when he laid a wreath at the priest's

The Poles accused Mr Rifkind of behaving as if he had been visiting The other important elements are a FFr 10bn sbortfall in tax rea former British colooy" and took offence at his meeting with former advisers to the banned Solidarity ceipts along with an extra FFr 5.7bn in payments on subsidised loans and exchange rate guaran-

The postponement of the Genscher visit is seeo in Warsaw as a serious blow to General Wojciech Jaruzelski's policy nf improving rela-tions with the West.

equivalent to 3.3 per cent of GNP nr FFr 18.6bn more than the inlaw in Poland in December, 1981, the West Germans have consistent

M Pierre Beregovoy, the Fi-

Paris debt

servicing

charges

rise 20%

this year

By David Housego in Paris

THE FRENCH Government's

debt servicing burden has swoll-en by more than 20 per cent this year on the initial budget calcu-lations, because of higher do-

mestic interest rates than expect-

None the less revelation of a debt servicing burden of FFr 85bn for 1984 is bound to lend

arrived in Johannesburg after tra-velling through lion-infested bush and spending months as prisoners of Angolan rebels:

Israeli shooting

One Palestinian student was shot dead and six injured at Bir Zeit University on the occupied West Bank when Israeli soldiers opened fire on students demonstrating in favour of Palestine Liberation Organisation leader Yassir Arafat.

Belize elections.

Belize Prime Minister George Price called general elections for December 14 in the tiny Central American republic and former British colony.

Cyclone victims

Death toll in floods caused by a cyclone that hit south India rose to more than 370.

Sri Lanka killings

Separatist Tamil guerrillas in Sri Lanka killed at least 25 policemen and wounded 10 more when they drove a lorry loaded with explosives into a police station.

Fugitives arrested

More than 3,300 fugitives wanted for murder, rape and other crimes in the U.S. trave been arrested during an eight-week operation.

Marijuana haul

U.S. federal agents found 33 tonnes of marijuana on a coastal freighter seized off the northeast coast of America.

Xavier on view

Thousands of pilgrims had a oncein-a decade view of the well pre-served remains of Jesuit missionary St Francis Xavier at Old Goa, where be died in 1552 after 10 years of preaching in Asia.

5.9 higher at 918.7, but gilts weakened: Section III

TOKYO stocks failed to bold initial round, when only companies that firmness, and the Nikkel-Dow marhad undertaken preparatory seisket average dipped 7.29 to 11,249.69. Section III mic survey work were allowed to do so. CNOOC says all bidders will be

GOLD fell S2 on the London bullion market to 5340.75. It was also lower in Zurich at 5340.75. In New York, has had mixed results in exploring the Comex December settlement was \$342.90. Page 40 YUGOSLAVIA'S leading electronics

and electrical engineering company, Iskra, bas signed an accord with ITT of the U.S., extending the two group's co-operation in telecommunications manufacturing.

NEW SHARE listings on the London Stock Exchange from British and foreign companies will be sub-ject to strict admission rules imposed by the European Community. which the UR will have to enact in-

to law. Page 20 AUSTRALIAN entrepreneur Bill Wyllie has won shareholder approv-al for the reorganisation of Regal Hotels, the heavily indebted Hong Kong group he controls. Page 22

SAUDI PETROCHEMICAL Company, in which Shell Oil of the U.S. bas a 50 per cent stake, is borrowing \$270m from a syndicate of eight

tanks as start-up finance for a new petrochemical complex. Page 42 BANK OF TOKYO'S London branch announced a Y5bn (\$20m) issue for the Euroyen certificate of deposit market which is due to open next month. Page 42 AIRSHIP INDUSTRIES' Skyship 500 has won UK clearance to carry

fare-paying passengers - the first UK airship so licensed for more than 50 years. Page 5 CHEVRON, the U.S. oil company,

yesterday filed a 51bn shelf registration with the SEC, part of the the proceeds of which will be used to

CONTENTS

s been shown to have good contract terms will be easier. deed. gas and oil potential by preliminary Bidding will be open to any foreign oil company, unlike the first seismic work and a Chinese test well.

CNOOC has refused to give specific details of the new bidding terms, which will be made available to companies that apply formally. treated equally. A consortium led by BP, which Chen said bidding would be oo the basis of a model contract used

day.

first-round blocks in the Sooth Chiin the first round, but modifications were being made to enable more flexibility in negotiations and to alna Sea, is expected to be among many companies that hid again. The second round comprises four zones in the Yinggehai Basin, the

Pearl River Mouth Basin, and of S1m demanded from all success- tonnes a day. southern and northern parts of the ful bidders in the first round might Vellow Sea Details of the first zone - 13,300 sq km in the Yinggehai Basin south of Hainan Island - were released yesterday and details of the other ploration costs. CNOOC reserves three zones are expected to be rethe right to enter a joint venture leased over the coming weeks. with the companies to develop any

outh Ch a Sea. Chen denied the the results had been disappointing. He said there had been severa encouraging discoveries and he pre-dicted that Total, which had two wells showing an output of more

died for six months.

that 1000 toones a day in the Beibu Gulf, would have a well oo stream by 1986. In the Pearl River Mouth Basin, the main area involved in the first-

Companies wishing to join the latest bidding must seek applica-

stage bidding, 13 wells had been drilled in 10 contract areas. Three low exploring companies to make reasonable profits. He indicated that a signature fee well that showed output of 429

"The Chinese and foreign geolobe reduced. As in the first round, the foreign companies will have to bear all exvery soon," be said.

Background, Page 3; HK\$10bn loan for power plant, Page 20

UK Labour warns on Telecom

BY PETER RIDDELL AND ALISON HOGAN IN LONDON

A FUTURE UK Labour government dications that the offer will be overwould renationalise all British Te-lecom shares in the hands of pri-vate investors at the current offer ish public an Of the shares being sold, the British public and employees of British price of 130p a share, Mr John Smith, the opposition party's trade Telecom - there are about 241,000 are being offered 1.17m, or 39 per cent, worth £1.52tto. A further 14 and industry spokesman, confirmed yesterday. In an interview with the Finanper cent is being offered in the U.S., Canada and Japan. The remainder, 47 per cent, worth £1.86bn, has alcial Times, he said Labour wanted to make that clear before the offer closed next Wednesday, so that ready been placed with institutions. The BT prospectus points out that the Labour Party conference there could be no future misunderlast munth called for renationalisastanding either at the next general tion and compensation on the basis election or later. The price paid of "no speculative gain." would be not more than 130p, wbatever happened in the meantime. Mr Smith made plain that that The Government is offering 50.2 meant 130p or less if the share price ever happened in the meantime.

per cent of the equity in Brilish in the market was lower than that Telecom to outside investors, which at the time of renationalisation. will raise nearly £4bn at the offer Asked what might happen if sharerefinance debt incurred in the price. The prospectus was pub-513.3bn purchase of Gulf. Page 21 lished in Tuesday and there are in- a year or two's hme. Mr Smith said

asation would still be 130p He said it was important that peo-ple, including poteotial foreign buyers, should "know the rules" now. His remarks are significant, since they indicate that the commitment is oot just another party conference

resolution but is fully endorsed by the leadership and by a senior spokesman who is on the centre. right of the party.

Labour, he said, planned "to take the whole of BT back into public ownership, not just some shares." Kleinwort, Benson, the Govern-

ment's advisers for the BT sale said yesterday that investors who submitted more than one application for shares would be guilty of criminal fraud.

Health warning over BT, Page 5

Companies 23, 24 Em	iitorial comment		Semiconductors: why the good times are ending 18
Companies	old	Middle East: PLO tries to put its house in order	Economic Viewpoint: insidious tax on jobs in Britain 19
Britain	mhard 19 anagement 9 ariset Monitors 31 en and Matters 18 ninf 29	Bolivia: political tragi- comedy continues 4	Lombard: the battle to keep VAT off the books 19
Mo Agriculture	oney Markets	Management: advertising and television sponsorship 9	Lex: UK Sunday trading; out- of-town stores
- World Guide	- London 31, 35-37 schnology	Editorial comment: U.S. economy; UK shop hours . 18	

other supp items of expenditure are a FFr 1bn allocation for the steel producing region of Lorraine and FFr 750, as a result of French operations in Chad and the Lebanon.

The additional expenditures are in part offset by some FFr 5 6bn of new receipts that include the pre-payment of loans by pub-

lic sector entities. Fabius on defensive over Chad; jected a request by EEC farm min-isters to delay enforcement of the Opinion poll boost for npposition, Page 2 payments until mid-February, it

sioo yesterday o the levies acro legal proceedings against four While EEC officials recognise member states – Italy, France, Den-that there are genuine difficulties mark and Ireland – for failing to for some farmers, they are deterobey the oew regulations. mioed oot to give the impression

At the same time, however, the that political pressure is weakening Commission has agreed to a further their determination to introduce postponement of the deadline by the system. which farmers have to pay a levy on their above-quota production. Although the Commission has re-

The decision to push ahead with legal action will to some extent sat-

Continued on Page 20

Plans to computerise EEC customs, Page 2



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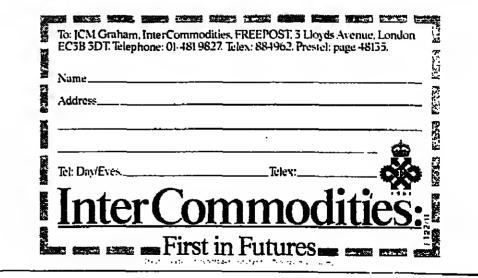
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EUROPEAN NEWS

Fabius on Terrorists strike back after Basque murder defensive

BY TOM BURNS IN MADRIE

2

an army general in Madrid yesterday in apparent reprisal for the assessmation on Tues-day night in Bilbao of a leading Basque nationalist politician. The double shootings highlight sharply Spain's conlinuing torrorist problem and dashed hopes of a possible negotlatad ceasefire with Eta, the Basque independent movement.

In the Basqua country thora were fears of a renewed spiral of violence, whila the Madrid of violence, while the Blauriu guarding shooting iodicated the ter-shooting iodicated the ter-rorists' ability to strike hack attack on a ganeral since rapidly and to escalale tension. January when Eta claimed Tuis Roson (66) waa responsibility for the fatal

European

moves to

rationalise

arms output

Sy Bridget Bloom, Defence Correspondent, in The Hague

NEW MOVES designed to give political impetus to European

co-operation in arms maoufac-ture will be discussed today

when 13 West European defence ministers gather for a two-day

Meeting under the auspices of

They are also expected to an-dorse future collaboration on

three arms projects, as well as

to agree measures aimed at stimulating co-operation in mili-

tary research and devalopment.

The moves are being spear-headed hy Mr Michael Hesel-

tine, Brilain's Defenco Minister, who is the current chairman of

Europgroup, the Nato organisa-tion involving all the alliance'a

European members except Ice-land and which is charged with arms collaboration.

The IEPG includes France as

well as the Eurogroup members and now appears to be the chosen vehiclo for the practical side of European defence co-

Mr Heseltine has asked ministers to make a personal attempt to ensure that arms collaboration is given top

European governments and their armed service chiefs make

a much greater effort to harmonise their weapons re-quirements as a critical first

stage to joint production

operation.

maeting hare.

who opened fire as his car stopped at traffic lights. He Guillermo Quintana Lacaci, a formar Madrid army com-mander. Police said Gen underwent an emergoncy operalion and his condition was described as serious. His Roson'a attackers, who escaped in a waiting car, used ammunition of the type habitually employed by Eta. drlver, a soldiar, was also sevorely hurt. The shooting appeared clearly Tho general is a momber of

linked to the assassination the previous day of Dr Santizgo a prominent political family and a brother, Sr Juan Jose Brouard, a memher of the gov-arning council of Herri Roson, was a former Miniater Batasuna, the coalition of extreme Basque nationalist of Interior. He himself holds a senior desk job at army head-

GUNMEN SEVERELY wounded shot in the chest by two youths shooting in Madrid of Gen his surgary in cantral Bilbao, international, and particularly an army general in Madrid who opened fire as his car Guillermo Quintana Lacach a The Madrid Govarnment French, co-operation, while at delagate in tha Basqua country. Sr Raman Jauregui, said the assassination would "extremely grava political con-sequances." Ovarnight, thare was severe rioting in Bilhao, in

San Sehastian and in other towns in the Basque country and a general strike has been called Batasuna. today hy Harri

The shootings have had tha effect of putting back to square one the Government's carefully parties which acts as Eta'a one the Government's carefully political front. Dr Brouard, a conceived grand strategy against paediatrician, was murdered by Eta. The strategy involved two men, described by police as incraasad police action against axpert professional killera, in the terrorists coupled with

the same time pursuing a policy of leniency and of individual pardons for Eta momhers who foreswear violence. have Parallal to this stick and carrot approach, the Govern-ment is reported to have made

discreet contacts with tha Eta leadership aimed at negotiating a ceasefire. These reports, pub-lishad by the Madrid newspapar. El Pais, hava bean denied by government spokesman.

ensure that Lihya respected its undertaking to withdraw troops from Chad, but gave thore have been such contacts-aod previous governmeots have certaioly attempted thom—any possibility of negotiation has trops from that gave no concrete indication of whether France was prepared to use force over the dead-lock in the central African undouhtedly collapsed.

state. Under attace from opposi-tion deputies in the National Assembly, M Fahius defended last woek's heavily-criticised meeting between President Francois Mitterrand and Col Muammer Gadaffi, tho Libyan loador.

in Chad

By David Marsh in Parls

measures " would he taken to

debate

loador. He came under close ques-tioning from M Maurice Conve de Marville, the former French Prime Minister, who said that the Chad affair had eaused France "humiliation." But M Fabius reiorted that previous right-wing govern-ments had achieved "no re-suits" in more than 20 years of often bloody involvement in Chadlan affairs since the in Chadian affairs since the country's 1960 independence. The Defence Ministry, meanwhile, denied an asser-tion from the National De-fence Secretariat, a govern-ment advisory correice on mill ment advisory service on mili-tary affairs, that 3,000 Libyan soldiers were still in Chad. The ministry claims that the The ministry claims that the actual figure is around 1,000. The report, leaked to the press yesterday, helped stoke controversy of the Govern-ment's apparent misjudgment over Col Gadafi's intent to keep up a presence in Chad following completion last weekend of a French pullout from the south of the coun-

try. • The head of the Libyan armed forces, General Ahn Bakr Yunis Jaber, has had talks with Marshall Sergel Sokolov, the deputy Soviet de-fence minister, the Soviet army newspaper Red. Star said yestenday, Patrick Cock-burn reports from Moscow. burn reports from Moscow. The talks in Moscow were not disclosed in advance hat are significant because Libys,

arms. The fall in Libyz's oil revenues have led to a sub-stantial debt being built np in the past but much of this has been paid off through Libyan crude being shipped to the Soviet Union.

EEC unveils scheme to computerise customs clearance

winter.

It runs parallel to the intro-duction of a single administra-tive document to cover the

movement-of all trade within the Community. Officials have been trying to work this docu-

ment into manageable size, and political agreemant on its con-tents is expected next month.

However, the Commission noted that while computer con-nections might simplify formall-

ties, they can only be considered as interim measures, pending the abolition of all con-trols and complotely free move-

ment of goods in the Commu-

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1-12

BY PAUL CHEESERIGHT IN BRUSSELS

THE EUROPEAN Community Franco-Italian border last yesterday started another M LAURENT FABIUS, tho attempt to chip away the French Prime Minister, said yesterday that " all necessary

barriers hindering its internal trade when the Commission published proposals to computerise customs cloarance

The Commission envisages the development of a computer system linking national customs administration, traders, freight companies, port and airport authorities and the Commission itself. But it has no idea of the total cost of the oxercise as that would depend on the way the Ten huilt new facilities into their existing computer facili-

their existing their existing their existing their existing their existing their requisited hy the Council of Ministers last May. Then, tha Ten adopted a could themselves be used to general resolution in favour of create trade barriers in just computerising their Customs the same way as lengthy Customs procedures. There are, in any case, con-

procedures as a way of en-couraging intra-Community trade. If the more far-reaching sug-sestions of the Commission are adopted, they would also cover trade between the Community and othor countries. The move by both the Coun-cil and tha Commission is in part an attempt to deaf with the clumsy administration of intra-Community trade which

part an attempt to dear with are not common to the tare the clumsy administration of At the same time there are intra-Community trade which difficulties over the lack of a was startlingly exposed by the Community norm for value lorry drivers' blockade in added tax, excise duty levels. France and the blockage on the and the collection of statistics.

Romania aims to boost output with revaluation

BY PATRICK BLUM IN BUCHAREST

ROMANIA hopes to stimulate certed effort ro "roll back the strucgrowth and encourage greater effi- tural adjustment measures ceded to iency as a result of the revaluation the IMF," in recent years. of the leu and other associated eco-Mr Marin said that the revaluanomic measures that came into ef-fect on November L.

tion was necessary to keep prices stable and increase economic efficiency by compelling producers to increase exports. "At the new ex-Other measures include reducing interest rates, cutting the prices of increase exports. "At the new ex-some products, reducing the profit change rate economic units will be margins for the production of intermediate goods and tying wages export efficiency," he says. more closely to output. Romanian officials claim that the

leu's "real" value is nearer Lei-7-8 The revaluation and the reduction in interest rates contrast with to: the U.S. dollar, which is even higher than the new rates of Lei 12 recommendations made by the International Monetary Fund (IMF) to the dollar for the commercial in negotiations with the Romanians tion of more than 20 per cent.

since 1982. Producers will now have to in "We have good relations with the "We have good relations with the IMF and we will continue to have good relations," Mr Stelian Marin, the director of international financial relations at the Finance Ministry, said yesterday. Ministry, said yesterday. for commission by the Foreign But Romania will not draw on Trade Organisation Now, it will re-any new credits from the IMF and ceive only Lei 17,500. Since wages will accelerate its repayments, Mr are to be more closely related to Marin said. This year Romania will economic performance workers will pay back \$1.5m on its foreign debt be facing wage cuts unless their which now stands at \$75bn of which \$1.1bn is to the DOF, Mr Marin said. Mr Marin argues that if the ex-One Western diplomat said that change rate is too low, it acts as a the measures represented a con- disincentive.

together with Iraq and Syria. is a major purchaser of Soviet

French Right

Italian general strike call has limited effect BY JAMES BUXTON IN ROME

PUBLIC TRANSPORT was The strike was called for two to pay wage rises in line with . Tho two houses of the Italian halted and government offices purposes. One was to support a percentage one point rise in Parliament yesterday began a closed all over Italy yesterday government legislation for a the scolo mobile pay indexation joint session which could lead by a four-bour general strike drastic tightening-up of the tax. The employers say they to the impeachment of Sig called hy the main union con-self-employed description of shopkeepers and tho fedorations.

But though workers in many clues joined marches and rallies

clues joined marches and rallies ton from snopkeepers and has should be ignored. on allegations that he and en-caused divisions within the rul- However, the employers' other ministar. Sig Mario support for the atrike was only patchy in industrial plants. Fiat, aver, the Gavernmont made employar, reported that only about 20 per cent of its labour force in the Turin area joined the strika, although the unions claimod highor figures. on allegations that he and en-caused divisions within the rul-However, the employers' other ministar. Sig Mario compel the unions to atart secured the appointmant of the country's largest private employar, reported that only about 20 per cent of its labour the strika, although the unions claimod highor figures. on the unions to atart secured the appointmant of the refusal hy Confindustria, tho private employers' association, pay tha controversial increases. nil salea,

the Independent European Pro-gramme Group (IEPG), a body formed in 1977 but virtually morthund until this year, the ministers will examine ways of Spadolini aims to blunt inter-service rivalry rationalising defence industries in Europe to improve their competitive position in relation to the U.S.

BY OUR ROME CORRESPONDENT

THE ITALIAN Minister of the Chlef of the Defence staff, hettar co-ordination between the dofence of Italy's frontiors with Defence, Sig Giovanni Spadolini, a post currently filled hy three services in maating Italy's Yugoslavia and Austria, tha should soon prasent to Parlia-Goneral Lamharto Bartolucci, defence naeds. ment a plan to reduce the and the Secretary General of Intense rivalry hetween Defence, at present Genoral hranches of the armed forces Giuseppa Piovano, to share overment a plan to reduce the intense rivairy between branches of the armed forces by creating a more hiorarchical command atructure.

According to the Defenco White Paper which has just been completed—the first since 1977—the minister intonds to end the situation whereby the Chief of the Defence Staff is on the came seniority level as the them. the same seniority level as the Chiefs of Staff of the army, navy

and air force.

all responsibility for command and administration of the armad forces. The chlefa of the three aervices would como heneath

The proposal is unlikely to win the anthusiastic support of the three service chiefs and may he treated with suspicion by hased air force.

Ona exampla of rivalry between the services is the attempt hy the air force to pre-vent the navy's recantly con-

year olds is now at its peak-but it also has Europe's highest proportion of women in ralation

to the total workforce (48.5 per

Ahove and beyond the 3.1 per

cent official unemployment rate, an equal number of people,

many of thom young, ara employed in one of the regular

labour market programmes which cost the Goveroment some SKr 25hn (£2.3hn) or 10 per cent of its total incoma.

Tha evolution of these pro-

grammes was helped by the unparalleled stshillty of the post-war period whon neither

air defence; the defence of vent the navy's recardy con-structed through-deck cruiser, Garihaldi, heing equipped with jump-jets. The air force believes the navy ahould confina the Garihald to using heli-copters, and rely for the protec-tion of its ships on the land-based air force

national territory—particulariy against pinprick raids by foreign guerrillas; and "peacekeeping and security operations, and civil protection."

and civil protection." For this last task Italy is planning to give certain units tho ahility to react quickly to tha need both to send in peace-keeping forces and to send mili-tary units to deal speedily with natural disasters in Italy.

SWEDEN

hiefs of Staff of the army, navy politicsl forces anxious to kaap The White Paper sets out the the armed forces decentralised. five main tasks of the Italian Instaad, Sig Spadolini wants Tha plan is aimed at ensuring armed forces. Starting with tha David Brown reports from Stockholm in the third of a series

cent).

self-employad. that index points composed of try's most influential politicians. accumulated fractions of points They are examining a report The Bill faces intense opposition from shopkeepers and has caused divisions within the rulshould be ignored.

They are examining a report on allegations that he and en-

larly keep SWEDEN HAS evolved what is that ministers explore the possibility of harmonising research programmes on weapons systems, He appears to see this as a first step in the difficult— and radical—process of rationa-lising kay areas of defeuco production in Europe.

A paper prepared by tho Dutch Government, which pro-vides the current chairman of the IEPG, has bighlighted three programmes for future collabo ration. These are a transport air craft, a medium-range surfaceto-air missile, and components for the next generation European main hattla tank.

Today's meeting comes only a month after defence and foreign ministers of the seven members of the Western Euro-pean Union met in Rome and decided to relaunch that organisation as a vehicle for European political co-operation on defence matters.

The parallel moves are seen in part as a response to U.S. congressional criticism that Europe is not pulling ils full weight within Nato. However, several European ministers believe their main aim, at least in the IEPG, should be to strengthen the competitive posltion of European defence in ties. dustrics vis a vis the U.S. "The alm is to prevent young

arguably one of the world's most comprehensively planned labour market programmes, which keeps its official unomploymont at an enviable 3.1 per cent. However, in tha midst of a Enrope racked hy johlessness, and faced with a youth unemploymont rata which is double the overall domestic average, Sweden's Social Democratic Government has haon forced to launch two major initiatives this yoar.

First, a six months 50 per cent wage subsidy has been created wage sunsidy has been created to prompt employers to take on new workers ahead of schedule. According to the country's Labour Market Board of a 101al 60,000 persons covered this year, fully two-thirds are under the age of 21

the age of 24. Secondly, in an attampt to virtually outlaw joblessness among 18-19 year olds, the Governmeot has instituted a pro-gramme of community work teams. Under the scheme some 44,000 jobless school leavers put In four to eight hours a day publicsector jobs in return for welfare benefits. These jobs can involve anything from street cleaning to hospital work to clerical jobs in the municipali-

Youth Unemployment in Europe

Sweden's work creation schemes

take the sting out of joblessness

pecple from beginning thoir adult livos by passively collectadult livos by passively collect. Ing Government assistance with tha country's social goal of this tion control offices are used in out society demanding some employment nor its Social employment offices are used in the country is return." Says one Democratic political leadership an attempt to match young but for one short workers with available jobs

hetter ways to comhine educa- 25 and many have never held tion with work so that young a job in the open market.

"I think this decision to guarantee young people some 38,500 persons receive "labour subsidised jobs climh with no kind of work will be a per-market system," says Ms Anna Greta Leijon, tha Labour skill. Roughly a third of thesa, tsrgated by the Minister. "We must also find however, are helow the sector

100

he will be more employable, he

With a high immigrant popu-

lation in Södertälje, including Turks, Yugoslavs and Finns,

But for Mr Sjöholm, the un-

employment situation is caused

speculates.

here," he says,

the second s

Under 25

1979 80 81 82 83 84

would win, says opinion poll

PARIS - France's right-wing opposition would win a crushing victory over the ruling Socialists if elections were held now, according to an opinion poll pub-

lished yesterday. The poll by the Sofres organi-sation, published in Le Figaro, said 58 per cent of electors would said 30 per cent of erctains were vote for the Opposition, 39 per cent for the Socialists, Commu-nists and other left-wing parties and 3 per cent for the ecologists. Elections for the National Assembly are due in 16 months. Voting according to yesterday's poll would deprive the Socialist party of its absolute majority, cutting its strength from 269

catting its strength from 269 scats to around 40. The poll backed np claims by the RPR (Gaullist) party to be France's strongest, with 26 per cent support. Its opposition ally, the centre-right UDP, got 22 per cent and other right-wing parties 10 per cent.

On the left, 23 per cent would yote for the Socialists, 13 per cent for the Communists and 3 per cent for other left-wing groups. Only 12 per cent of voters thought the Left would win the next elections while 61 per cent predicted an RPR-UDF victory.

predicted an RPR-UDF victory. Opinions were divided on whether President François Mit-terrand should resign in the face of a right-wing victory. Some 45 per cent said he should stay on until the end of his term, 42 per cent said he should resign and 13 per cent were undecided. Meanwhile, France's extreme

right-wing National Front party announced that a sitting member of the National Assembly had joined its ranks for the first time. Renter

Turks, Yugoslavs and Finns, there have hen sporadic incl-dents of ethnic conflict in recent years. "They are at least one reason why we're having prohlams, especially **Cash machine** for travellers

naither hy immigration alone BRUSSELS - A Belgian companor by major social failures or inaction on the part of the administration. "There were so many kids born at the same ny has developed a currency-changing machine which will help travellers arriving at foreign destinations long after bank telltime as me. The Government is doing the best it can," he ers have gone home. Still, he readily concedes both

The machine will be marketed in two versions, said Mr Daniel Weekers, the Brussels exchange agent who invented it.

"One will change several foreign currencies into one, but there is also one that can crosschange an unlimited number of CUITEDCIES.

He said the machine would be formally introduced at several European trade shows during the next lew months. AP

Denmark's trade figures slip back into deficit

BY HILARY BARNES IN COPENHAGEN

BY HILARY BARNES IN COPENHAGEN A POOR set of Danish trade DKr 6.6bn, compared with figures for October, published DKr 1.4hn in 1983. The prospect of an early gen-tion rumours earlier in the eral election receded yesterday week, caused bond prices to when Mr Anker Joergensen, ease and raised yields on n typical mortgage loan by a t per cent to just under 15 per trada figures showed a deficit confidence.

trada figures showed a deficit confidence. of DKr 1.5hn (£111m), after two The immediate rause of elecof DKr 1.5hn (£111m), after two months with relatively favour-able figures. In September, there was even a small European resolution in the DKr 150m surplus. Compared with October last year, exports increased by 19.4 per cent to DKr 15.09hn and im-ports hy 27.8 per cent to DKr 1665bn, taking the trade deficit after 10 months to Covernment to abstain

Poland's printers press for talks on pay pact

BY CHRISTOPHER BOBINSKI IN WARSAW

LEADERS OF Poland's Printers Government is willing to give Union who are due to meet the printers concessions in the the Government next week have FAZ tax on wages which limits the Government next week have FAZ tax on wages which minuts been told by their members to income growth and is to be start talks on a new collective tightened next year. The printers, for their part, have accepted that any new col-

The Government, however, is lective wage agreement can only The Government, however, is sticking to its position that talks can only start towards the end of 1985 after a law been passed. End of the talks of the talk of ta

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. A man a start a start

regulating wage bargaining has been passed. "We have to know how the 1996-1990 plan is shaping up before we start talks on wages and conditizes." Mr Stanislaw Closek, the Trade Union Minis-ter, said this week. The Printers is one of the hanning of Solidarity in 1982. and claims a membershin of ts Solidarity in 1982. The Solidarity priest. areement in September and insisted on talks in which they have already won pay and in-truds will not be taxed as heavily as elsewhere and the solution with the relevant ministers Solidarity in 1982. The five man group says the official investigation into the workforce is part of the murder of Fr Jerry Popielinsko, the rorsolidarity priest. The five man group says the the know in the solution into the murder will be revealed, as the swolld lay bare a asterned of the solution into the solution into the violence which gaarantees the murder is searched as the swolld will not be taxed as ment to man and the the taxed as the swolld wage. Printing company investment funds will not be taxed as ment to man garantees the murder is searched as the the taxed as the solution into the the solution into the taxed as the swoll as taxed as the swoll as the solution into the marked is taxed as the swoll as tay taxed the taxed as taxed as the swoll aswoll as taxed as the swoll as taxed as the swoll as t

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funds will not be taxed as rulers immunity from punish-heavily as elsewhere and the ment."

BASE LENDING RATES

Scania and Alfa Laval. Youth unemployment here, at 7.5 per cent, is double tha average for the Stockholm region. Sitting in his workers overalls over a cup of coffee, Mr Sjöholm describes tha succession of odd johs he has held sinca graduat-ing from school-none of tham permanent. "I really expected complain." it would be easy to find a job." he laughs. "It didn't turn out at like that." He joined up when the youth team project was started up early thia year. On the hasis of over to have any fun"). Mr leadar, particularly his promise Sjöholm admits he could almost to do away with " make work" FINANCIAL TIMES, USPS No 19'E40, published dealy except Sundays and holidays. U.S. subscription rates S420.00 por annum. Second class postoge pard at New York NY and at edditional meeting offices POST. MASTER: send address change to: FINANCIAL TIMES, 14 East dis Street New York, NY 10022. Soloim admits he could almost to do away with "make work" certainly find a joh in Slock and create a positive atmos-holm, hut aays it is a long way phere for the creation of "real to travel every day. As for johs." But, he says shaking his moving to another city: "I've head "Why I s worker, should lived here all my lifa, born and want to vote for him, I don't raised in the sama house. I'm know."

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boat mast in a state-financed workshop, housed in a disused hrown hrick factory huilding on the outskirts of lown, manent work." Still, he lacks the palpable sense of doubt and desperate His home town of Södertälje, 45 minutes south of Stockholm by train, is tha base for some of the country's larger engineeranxiety about the future ooe feels in some depressed indusing companies including Saah, One of his friands quit work says. at Saab-Scania because it lacked job satisfaction. Another at Sali-Schuld offender it Suil, he readily concedes both lacked joh salisfaction. Another dissatisfaction with Mr Olof complained that the youth team Palme's Premiership, and the programme was a good onough idea, hut the pay was inade-quate ("thare's not enough left" Ulf Adalsohn, the conservative

netter ways to commine educa 25 and many have never neut criticism. tion with work so that young a job in the open market. people can he more fully profi-ahle to the employers from the start" is anothar lsrga programma Sweden is not only dealing which emplows 20,000 persons, mographics—the oumber of 18 Relocation grants and informa-

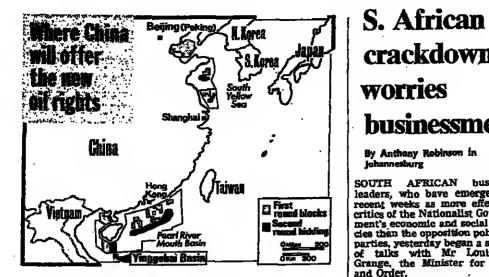
Few complaints in tough world

MR TOMAS Sjöholm, 20. his union card, he was offered not going to move." graduated from school two years elgbt instead of the more After the youth team pro-ago with qualifications as an customary four hours of work gramme runs out at the new engineering worker. Now, he is per day. Now he hrings home year, he will join up to do his in his last weeks with a com-munity work team. He spent his or about SKr 200 less than a days last week making a salling slarting industrial wage. "This this sarvice already behind him, job is coming to an end," he shrugs. "I don't really take it seriously. What I want is per-

trial regions of the UK, Germany and France. Perhaps the ovarriding impression is that, whataver comes, tha social safety not will always be thare

to fail hack on. "I'm sure I will find a permanant job eventually," he says in the mean-time, "As long as I get my pay and I'm feeling well. I don't

OVERSEAS NEWS



Peking tries to woo foreign oil explorers

BY DOMINIC LAWSON

Yesterday's announcement by the China National Offshore Oil Corporation that it is Oil Corporation that it is launching a second round of Chinese offshore oil and gas licences was not too well timed. Just as the news broke in China, Exxon, the world's biggest oil company, announced in New York that it had failed to find oil in a well it had failed to find oil in a well it had dailed close to its 3,200 barrels a day oil find in the Pearl River Basin.

That find remains the only significant oil discovery made as a result of the first round of Chinese offshore licences, and yesterday's damper by Exxon underlines a growing feeling in the international oil industry that the Chinese will have to relax their entry conditions for participants in their fledgling offshore oil industry. CNOC appears to recognise

this. It announced yesterday that "on the basis of mutual benefit, CNOC will take more flexible approaches in order to enable foreign companies to ensure foreign companies to obtain reasonable return and to encourage them to speed up the exploration and development of various types of offshore oil and ma calde." gas fields

The existing Chinese terms require that the companies bear the whole cost of exploration. Development costs would be 51 per cent carried by CNOC, but with options to go for a lower percentage.

But after all the various stringent operating conditions are met by the exploring com-pany, there is the crucial "x" factor which determines how much of the net post-tax oil profactor is separately negotiated with every licensee and It is generally assumed that the com-panies currently exploring offshore China are those which gave the Chinese the most

favourable terms,

Li Chengzhen, deputy direc-tor of the llaison department of the China National Offshore Oil Corporation, said yesterday that the corpora-tion would open a represen-tative office in London early next year, writes Colina Mac-dougall. The office would be the third outside China but the third outside China but the first in Europe. There is already one in Tokyo and another will open in Houston, Texas, at the end of this month. The London staff of three will maintain contacts with the form British all with the four British all companies involved in

companies involved in Chinese offshore activities— BP, Shell, Cluff and Tricen-trol—but not to conduct negotiations. exploration started there was a great deal of speculation that the area represented the best

hope for the first discovery of : giant oilfield since Alaska's Prudhoe Bay field was uncarthed in 1963. But BP in August admitted that it bad given up hope of finding a giant Chinese offshore field, and that the search would bave to concentrate on deeper and subtler geological struc-

tures. BP yesterday insisted that it was still optimistic and pointed out that the forthcoming licence round will cover 100,000 sq km, 15,000 sq km more than the first round, and much bigger than anything on offer in the North Sea.

The blocks to be offered in the next round have not yet been indicated by CNOC; which been indicated by CNOC; which has simply announced the general areas to be offered. These, are: the Pearl, River Mouth Basin in the South China Sea and the southern and northern parts of the Yellow Sea Sea.

These areas have already Some major companies, such as Mobil, found the whole venture too risky and chose not natricinate in the first.

Roger Matthews, in Amman, on Arafat's bid to reassert his authority PLO battles to put its house in order crackdown

PALESTINIAN LEADER gathering in Amman, the capital of Jordan, say they are deter-mined during the next six days to resolve the leadership crisis within the Palestine Liberation businessmen Organisation (PLO) and to chart e strategy for achieving a just Middle East peace SOUTH AFRICAN business settlement.

leaders, who bave emerged in recent weeks as more effective They claim to be assured already of sufficient support to allow today's opening session of the Palestine National Council, critics of the Nationalist Govern ment's economic and social poli-cies than the opposition political parties, yesterday began a series of talks with Mr Louis le Grange, the Minister for Law and Order. the movement's top policy-making body, to 'go ahead on schedule despite the bitter opposition of Syria and dissi-dent Palestinian factions. The talks bave been prompted

by unprecedented business criti-cism of the Government's tough response to the two-day strike earlier this month called by black trade unionists. Last night a PLO spokesman Last might a PLO spokesman said he was confidend that at least 270 members of the 384-strong PNC would be present in Amman, 20 more than is required for e quorum. King Hussein of Jordan is to address

Prominent union leaders were arrested as part of a bard-line reaction which some business leaders suspect may have been dictated by electoral considersthe opening session, a decision which will underline the grow-ing links between the PLO leadership and the Jordanian Government. The Government is facing a

By Anthony Robinson in Johannesburg

strong challenge from the right-wing Conservative Party at a by-election in the Johannesburg Extensive security precautions were in place in prepara-tion for yesterday morning's arrival in Amman of Mr Yasser constituency of Primrose next Arafat, the PLO chairman, with armoured cars and troops guarding key installations, week. A Conservative victory in the largely blue-collar white suburh would represent a breakout from the party's present strong-

hold in Transvaal rural northern Une student was knich and six wounded at Bir Zeit University on the occupied West Bank yesterday when Israeli soldiers opened fire during demonstrations in Sup-port of Mr Yassir Aratat (right), the PLO leader, writes David Lennon in Tel Avia An officer had been Aviv. An officer had been wounded when the students began throwing stones, an army spokesman said. The violence reflects the growing tension on the West Bank, where the majority of the 1.2m Palestinians support Mr Arafat.

Arafat's willingness to risk a definitive split in the organisation marked an "historic depar-ture" from hie traditional approach

Before we have had unanimity and consensus but no effective strategy. Now we are going to agree on an effective strategy but without consensus," said a leading PLO official. Members of Al-Fatah, by far Arafat, the PLO chairman, with memoers or Al-Stah, by far armoured cars and troops the biggest of the PLO factions guarding key installations, and headed by Mr Arafat, botels and the conference area. believe there is no doubt thet Mr Arafat's supporters said he will be overwhelmingly that by insisting on a meeting re-elected PLO chairman, thus of the PNC he had ebown his resolving the crisis provoked by

One student was killed and

Syria supported Fatah dissi-dents who rebelled against Mr Arafat's leadership in the latter Arafat's leadership in the latter part of 1982 and have success-fully urged other key Pales-tinian leaders, including Mr George Habash and Mr Nati Hawaimeb to Amman meeting. boycott the

Both men have been to Moscow this week for urgant talks with Soviet leaders who have been embarrassed by the PLO split. The Soviet Union has avoided open criticism of Mr Arafst and this has provoked Mr Arafet and this has provoked nsion in its relations some

Democratic Front for Liberation of Palestine, said yesterday after returning to Damascus from Moscow that he was freezing political and military co-operation with Mr Habash's Popular Front for the Liberation of Palestine. The two groups came together in June last year under the banner of the Democratic Alliance. However the claim thet this will not deflect Mr Arafat from his three primary aims: to re-establish without question bis

own leadership, to reaffirm the PLO's international relationships, and to signal the willing-ness of the FLO to allow Egypt to be re-integrated within the League of Arab States.

A PLO official said yesterday that be expected the PNC to confirm its willingness to work more closely with Jordan in the search for a solution to the Israeli occupation of the West

Bank and Gaza. He believed that this could involve mixing elements from the Arab Summit Declaration in 1982, which implied a willingness to recognise Israel and

the "positive aspects" of Presi-dent Reagan's peace plan which suggested that Palestinian self-determination should only be expressed in association with Jordan, "However, we can only ever accept confederation with Jordan and that has to mean an

economy A U.S. SENATE report says that Israel needs to take strong and speedy action to halt further deterioration of its economy, Reuter reports

nomy, Reuter reports The report, by aides to the Senate foreign relations com-mittee, says measures including "draconian budget cuts" and possibly structural reforms are needed to halt a slide towards. economic collapse. -Congress voted Israel \$104bn (£1.16bn) in military aid and

\$1.2bn in economic aid for the 1985 financial year, but congressional sources say the Israeli Government is seeking increases.

Israel urged

quickly on

to move

The report did not oppo nore aid. However, it szid: American assistance can belp Israel cope with its difficulties and can mitigate, but cannot by itself arrest, Isreel's problems of hyper-inflation, lebour un-rest, low productivity, declining revenues, growing unemploy-ment and sluggish exports."

• Lebanon accused Israel yesterday of undermining the negotiations on an Israeli withb) negotiations on an Israeli with-drawal from Lebanon. At the fourth round of the Nakoura is talks, the Lebanese delegation y said the Israeli delegates had h gone back on an agreement n reached earlier regarding the o deployment of the Lebanese Army in the south.

RANK XEROX

What we need is a microcomputer. "What we need is a desk-top copier." "What we need is an electronic typewriter." a second a second second for a "What we need is a complete network system."

"What we need is a compatible electronic printer."

determination to bring the PLO the Palestinian military defeat crisis to a bead and to assert in Lebanon during the summer the will of the "moderate of 1982. majority." They argue that Mr Argfority." They argue that Mr Syria supported Fatah dissi-

with Syria, equal partnership between two Mr Hawatmen, who heads the sovereign states," he said.

industry to be the most prospecto participate in the bunt for hydrocarbons off China.

The most active company so far, and the most successful bidder in the first round, was Britisb Petroleum. But several wells, and about \$65m (£54m) later, BP bas still not made a discovery of any importance. designed to be Chin Before Chinese offshore shore development.

tive acreage, However, for the second round, China is also offering acceage in the Yingge Hai basin, the area in which basin, the area in which Atlantic Richfield last year made a major gas discovery, which is destined to be China's first off-

Top job for West German

China has appointed a West German engineer to run one of its biggest diesel engine factories. He will be the first foreigner to manage a Chinese state enterprise since the Communist revolution, writes Wack Baker in Bobier Mark Baker in Peking.

Already be has banned newspaper reading on the factory floor, is demanding higher pay for better work and bas announced plans to send 500 comrades off for retrai Mr Werner Gerich, 65, a

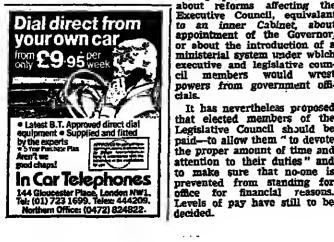
retired engineer from Duis-berg, has been given indepen-dent management control over the Wuhan diesel engine plant which produces 20,000 engines a year and has a staff of 2,000. He has the power to hire, fire and redeploy workers, appar-ently including. Communist Party members and cadres. Mr Gerich's appointment is one of the most radical experiments so far in China's camto modernise lated, inefficient paign its antiquated, inefficien overstuffed industries. and

HK White Paper speeds pace of political changes

BY DAVID DODWELL IN HONG KONG

THE WATCHWORDS of Hong Kong's White Paper on political reform, published yesterday after four months of debate, were "caution" and the "gradnal epproach." It did, however, include modest however, include modest changes from the original Green Paper in response to public opinion.

public opinion. Most significantly, the pace has been accelerated at which indirectly elected members will replace appointees and govern-ment officials on the Legislative Council, the territory's law-making body, in some ways similar to Britain's House of Commons. Commons



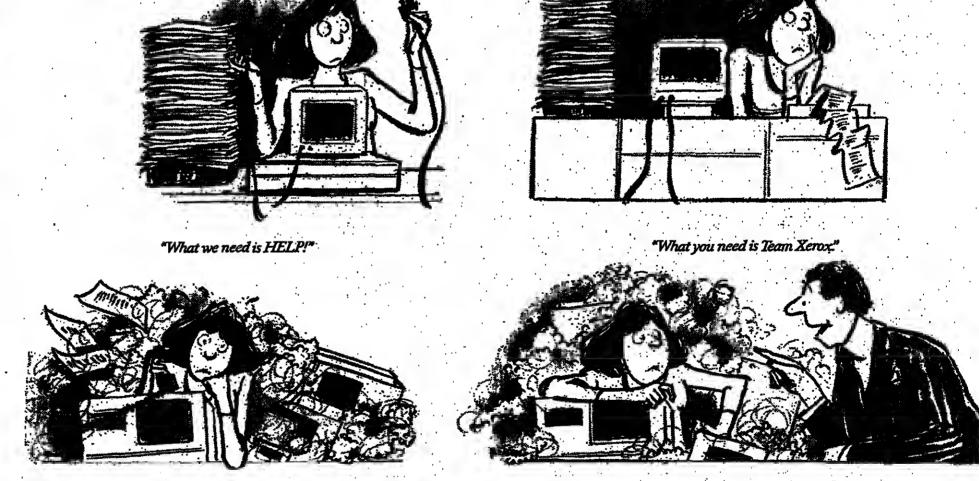
The Government resisted pressure for direct elections. It said there was support for the idea but not in the immediate future. No proposals have been made about reforms affecting the Executive Council, equivalant to an inner Cabinet, about appointment of the Governor, or about the introduction of a ministerial system under which executive and legislative coun-

As a result, the overall size of the council will be increased to 56 in 1985, instead of 48 as planned.

The electoral college that will choose half of the in-directly elected members will

constituencies. A review of reforms, originally planned for 1989, has also been brought forward to 1987.

powers from government officials. It has nevertheless proposed that elected members of the Legislative Council should be paid-to allow them " to devote the proper amount of time and attention to their duties" and to make sure that no-one is prevented from standing for office for financial reasons. Levels of pay have still to be decided.



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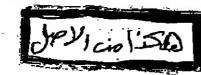
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AMERICAN NEWS

Nicaraguan **Baldrige predicts** little growth in fourth quarter

BY STEWART FLEMING IN WASHINGTON

the immediate economic outlook ployment. offered so far by a senior Thore is mounting concern Reagan Administration official, too that the economy may in Mr Malcolm Baldrige, Com- fact be teetering again on the main malcolm Baldrige, Com-merce Department secretary, edge of a fully flodged reces-warned yosterday that he sion. As a result tho pressuro is expects "relatively little" growing on the Federal Reserve growth in the fourth quarter. Board to ease further to be a fully flodged reces-ber a fully flodged reces-growth in the fourth quarter.

Mr Baldrige'a remarks followed a report from the Commerce Department that new orders for durable goods, an indicator of the strength of future demand for a wido range of consumer and capital equip-ment, dropped 4.1 per cent in Octobe

Unfilled orders also declined for the second consecutive month, the first time this has happened since the ond of the 1981-82 recession.

1981-82 recession. His remarks imply that the Commerce Department is ex-pecting real growth in the fourth quarter to be no better, and perhaps worse, than the 1.9 per cent annual rate of increase in the third cuerter

in the third quarter. This would mean that tho economy has gone from a boom in the first half of this year to in the first half of this year to capacity constraints. He sug-outright stagnation in the gested that the slowdown in the second half.

the economy in the past three Mr Solomon'a remarks may months, economists are becom-ing increasingly concerned that split within the Fed over how the U.S. is mired in a "growth to respond to the recent slug-recession," a period of allow gisb economic and monotary growth which is likely to be growth.

EPA orders Monsanto to ban some uses of herbicide BY WILLIAM HALL IN NEW YORK

THE U.S. Environmental Pro-tection Agoncy (EPA) is in-production for more than 14 vestigating the use of Lasso, the best selling herbicide in the There had been fears earlier this summer that the EPA might ban the use of Lasso, a

U.S. and bas ordered Monsanto, the world's biggest berbicide producer, to ban certain uses of popular weedkiller. The EPA has banned its aerial application and required It has also told the company

to warn its customers that Lasso can cause cancer in animals. The EPA is undertaking a special review of the uses of

Alachlor, the substance used to Alachior, die onas part of a reregistration procedure procedure covers more than 600 restrictions are appropriate.

IN THE bleakest assessment of accompanied by rising unem

edge of a fully flodged reces-sion. As a result the pressure is growing on the Federal Reserve Board to ease further its monetary policy. But Mr Anthony Solomon, president of the New York Federal Reserve Bank and a membor of the Fed's monotary policy-making Onen Market policy-making Open Market Committee, has made it clear that he expects the economy to bounce back next year.

After conceding, in the course of a dinnor speech in New York on Tuesday night, that the recent slowing of the economy was aubstantial, he addod: "The elassic preconditions for a recession do not seem to be present. The prospects look good for the resumption of the

expansion,' Inventory problems, he said, have been minor, consumer confidence remains strong and thore are no signs of major In the face of this dramatic needed " to avoid re-igniting and unexpected weakening of inflation.

1vies

rebels 'have raised \$3m privately'

By Reginald Dale in Washington A LEADER of the right-wing "Contra " rebels seeking to

overthrow the Sandiulsta Government said yesterday that his forces had raised slightly more than \$3m (\$24m) from private sources and content multitud sectors" and foreign "political sectors" since official U.S. financing

ran out last spring. Sr Adolfo Calero, of the Nicaraguan Democratic Force (FDN), said that the fands, together with a \$900,000 credit for military supplies. from a foreign company, had kept the rebel forces going and allowed their ranks to swell since the Central Intelli-gence Agency (CIA) was forced by the U.S. Congress to

halt its payments. Sr Calero, in an interview with the Washington Post. declined to give a precise description of the "political sectors " supplying the funds, beyond saying that they in-cluded individuals with " in-finence " or access to public funds or equipment in other

countries. He denied that the CIA had arranged the financing to cir-cumvent the congressional ban on direct U.S. funding of the "Coutras."

Meanwhile, the conserva. tive Heritage Foundation arged the U.S. Administration to intensify covert, paramili-tary operations in Nicaragua and a number of other coun

The other countries should include Vietnam, Laos, Ram-puchea, Libya, Angola, Ethio-pia, Afghanistan and Iran,

The recommendations formed part of a com-pendium of more than for Mr 1,300 proposals for Mr Reagan's second term put forward by the Foundation, which significantly infinenced

Administration thinking Our Foreign Staff edds:

Our Foreign Staff edds: The controversy over the alleged delivery of MIG-31 fighters to Nicaragua by the Soviet freighter, Bahuriani, earlier this month, received a new twist yesterday. Jane's Defence Weekly, the London hased military magazine, claimed that en route to Nicaragua the Bakuriani had docked at Tripoli in Libya, and according to unmaned workers to wear protective clothing and take other preand according to unnamed U.S. efficials, the crates likely Late next year the EPA will conduct further studies and decide whet, if any, additional to contain components MiG-21s were unloaded.

Bolivia flounders in political stalemate

Mary Helen Spooner, recently in La Paz, assesses President Siles' offer to stand down

ANOTHER ACT was played out compensatory wage hikes, which in Bolivia's political tragi- in turn havo fuelled inflation comedy this week as President and rendered the initial Hernan Siles Zuazo, threatened measures, useless. Inflation last with a prolonged general striks year was 328 per cent, and and mounting criticism from his during the first nine months of opponents, offered to call early this year it has soared to 1.300

elections and leave office next year. But the President'a pro-posal, which comes just a few weeks after be stagod a bunger per cent. The country's current account deficit is running at around \$300m (£242m), and in order strike in a vain effort to coax a lull in the country's political to pull itself out of the economic rut the country needs maswarring, may not be sufficient. sive foreign financing.

Since May 29 Bolivia has declared a morelorium on in-President Siles has made It a condition of his offer that his opponents reach some kind of terest and principal paymen's on \$720m in commercial foreign political truce in order that the elections, tentativoly schoduled for next May, would be carried out in an orderly fashion. dobt, although the aothorities have promised creditors they will fulfill their obligations once the country is able to do so. However, the necessary

At least two political parties on opposite ends of the political spectrum continue to demand so. However, the international accord with the international Monetary Fund (IMF) seems a politically impossible dream. Bolivia's economic crisis bae been left to deteriorato for so his immediate resignation, while e faction of President Siles' own National Revolutionary Party (MNRI) has decried bis offer as long that any IMF austerity measures would be extremoly painful. The COB, which bas exercised a noar-voto power a cynical political manoeuvre. be country'e powerful labour over Govornment economic policy, has demanded the authorities implement a package of occommic measures which in-

oconomic measures which in-cludo a price freeze, wage in-creases, government audit of private companies and virtual default on foreign dobt. In private, Bollvian authorities complain the COB leaders have no idea of the additional eco-nomic damage a debt default could have. could bave,

the confiscation of Bolivian state boldings oversess, the labour leaders always insist that this will never happen, that Bolivia will be protected by some great outponring of Latin American solidarity," one American official said. The economic uncertainty has

tradition is sought by U.S. drug enforcement officials. The U.S. has offered Bolivis \$20m in financial assistance if given way to shortages of bread, meat, petrol and other basic necessities as distributors the authorities make a serious effort to combat the drug trade. etockpile their goods in antici-pation of price increases. Bolivia'a parallel market is trading dollars at three times the official rate of Pesos 5,000 to the dollar. The wheelbstrow has not to avoing how they willow has yet to arrive but the wallet is threatened with obsolescence. "When we by to explain the at a La Paz money exchange

receives a breadloaf sized wad their operations of 1,000 Peso bills and a paper "Bolivia is a ver "Bolivia is a very big country.

Financial Times Thursday November 22 1984

of 1,000 Peso bills and a paper bag in which to carry the currency. The only promising area of chez, vice-ministor of the tho Bolivian economy is un-fortunately the country's mas-sive cocaine trade, worth an estimated \$2bn annually. Gov-trade have been limited by a interior and the man who organ-sized the Chapare raid. "The source from Miami and Colombia to erament efforts to combat the trade have been limited by a interior." The Bolivian army has been the cocaine dealers' private militias and—according to the volvement in the anti-drug

less than pleased with its in-volvement in the anti-drug militias and—according to the Government's critics complicity effort, viewing it as an activity more appropriate for the coun-try's police. Along with the econ-omic crisis and political impasse in the trade by some officials. Recently Sr Robert Suarez, known as Bolivia's coccine king. this has boosted the ambitions of would be coup leaders.

offered the government a low interest \$2bh loan in erchange for a free hand in persong his business. President Siles' right-' Diplomatic sources in La Paz estimate that perhaps 90 per cent of Bollvia's military officers ing opponents in the Bolivian Congress have made much of a secret, meeting between Sr Starez and the head of Bolivia's oppose the Government though President Siles has concentrated the sympathetic 10 per cent in strategic posts in and around the capital and rightist officials drug enforcement agency earlier this year. The government res-ponded by firing the official and amouncing a countrywide man-hunt for Sr Suarz, whose exin more isolated regions of the interior.

"The military is waiting for the situation to get so bad that there would appear to be no other way out but a coup," a military source in the capital said. President Siles' real goal Last August the Government appears to be simply to hand dispatched 1.500 army thoops as over the presidency to a demo-well at a 150-man anti-drug cratically elected successor. In force into the Chapare rain a country which bas undorgone forest, the centre of Bolivia's nearly 200 changes of governcocaine industry. But the move ment in its short history, he was announced two weeks ahead has already set somothing of a of sime giving major traffickers record by remaining in office more than, enough time to move as long as he has,



President Siles-in charge of ment, both under siege

possible repercussions, such as

acceptance principle of the papel proposals. This endorses Chiles occupation

of the disputed Islands of Nueva, Picton and Lennor at the castern end of the channol, south of Tierra del Fnego. In an attempt to offset bittur

In an attempt to onset out in nationalistic reaction, the Argentine Covernment has emphasised that the agreement bas curbed the Chilean presence inthe South Atlantic,

The climax to the "yes" campaign will take place to-morrow night when a number of leading Latin American poli-Just before Christmas 1978 Argentina and Chile, nearly went to war over the territorial tical figures are expected to attend a rally in Butanos Aires. President Alfonsin has said his dispute in the Beagle Channel. Government will not ratify the sgreement with Chile if it is defeated

arrangements at gas plants BY DAVID GARDNER IN MEXICO CITY BY DAVID GARDNER IN MEXICO CITY MEXICO is to review safety petrochemical installations in and around Mexico City follow-ing Monday's huge blast at the capital'a main gas distribution centre, which by yesterday had Sr Francisco Labastida Ochoa. Energy "Secretary, said his Ministry would also look into the possibility of re-siting the Azerapotzalco refinery. in the capital's main gas distribution Sr Francisco Labastida Ochoa. Energy "Secretary, said his Ministry would also look into the possibility of re-siting the Azerapotzalco refinery. in the capital's main gas distribution Sr Francisco Labastida Ochoa. Ministry would also look into the possibility of re-siting the Azerapotzalco refinery in the Sr Francisco Labastida Ochoa.

Mexico to review safety

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blast victims

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Ministry would also look into called yesterday for "an ex-the possibility of re-siting the haustive investigation" into the Azrapoitalco refinery in the tragedy, but stopped short of north-west of the city, which supplies 60 per cent of the public inquiry. Country's refined products. On Tuesday night, large Azcapoitalco is connected by crowds from the working class pipeline to the junction of all northern subtrb surrounding and gas pipes at San Juan San Juan Ixhuatepec turned out but the for the burnal of 296 of the term gas distribution centro on



fedoration, the Central Obrero Boliviano (COB), says it is more concerned with the Govern-mont's response to its members' economic hardships rather than any change of President. Since coming into office two ears ago the Siles Government

bas announced four economic packages that included de-valuations of the Bolivian peso. These measures have sparked strikes and countrywide pro-

tests by the COB, and the autho-rities have been forced to decree

Alfonsin seeks Beagle support

BY JUMMY BURNS IN GUENOS AIRES

PRESIDENT Raul Alfonsin of gauge public opinion on its per-Argentina's Argentina bas waroed that a formance so far. Argentina bas waroed that a

arge abstontion vote in Sun-day's referendum on the Beagle Channel agreement with Chilo would be a bittor blow for his democratic government and could pave the way for a mili-

tary coup. The warning was made on Monday night at a woll-attended rally in the university town of La Plata. It was Sr Alfonsin's Alfonsin said."

first personal intrusion into the two-week old referendum cam-paign and underlined the politica importance the Government' sr Alfonsin described as a

sr Alfonsin described as a Soon after, Pope John Panl II fallacy" the suggestion that intervened to mediate. the referendum was being manl- The referendum has been pulted by the Government to called to test poblic support for

But Sr Alfonsin emphasised that an agreemeot with Chile over the century old dispute was essential for Argentine's "in-tornational prestige" — an apparent reforence to the Falk-lande and the neuroful prestig.

lands-and the perceful coexist-ance between nations "A small turnout on Sunday will please these who support violence and dictatorship," Sr

Taiwan to cut import tariffs

By Our Hong Kong Correspondent

THE TAIWAN Government bas committed liself to a threeyear programme of tariff reduc-tion, at the end of which import barriers will be "in line with those in Western countries," a senior trado official said this

The reforms come in response The reforms come in response to mounting pressure from major trading partners, notably the U.S., as Taiwan has built up increasingly large trade surpluxes with each of them. Pan Chai-Sheng, Vice-Minister for Foreign Trade, said

legislation ish to be put through Taiwan'a executive in December Taiwan's executive in December reducing tariffs on over 1,2000 items from the boginning of 1985. He said duties ranging from 40 to 70 per cent would be trimmed to s range of 25 to 50 per cent.

Further reductions would foilow at the beginning of 1986 and grain in January 1987, Pan said, by which time Taiwan's import restrictions would be in line with those in Europe and the U.S.

The U.S., which buys over 40 liberalisation

BANK CONSORTIUM TO finance \$206m Nigeria Airbus deal

BY MICHAEL HOLMAN IN LONDON

cautions while handing it.

D

agencies.

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A STATE OF THE OWNER OF THE OWNER OF

Executive Director of DLJ Energy International

NIGERIA will buy four Airbus A310 (EOGD) said last night that o comaircraft for its national airline un-der e \$206m deal financed by a con-made that year.

Officially, the ECGD and other sortium of 10 French, British and European export credit agencies West German banks with the backing of those countries' export credit are not prepared to provide medium-term insurance coverage for loans to Nigeria until the protracted Delivery of the first two aircraft,

dispute over arrears in insured manufactured by Airbus Industrie, the French, West German, British trade payments, totalling some \$2bn, has been resolved. consortium, will take place in mid-December. Negotietions for the pur-

The agencies, led by the ECGD whose exposure is put at some £500m (\$815m) have been insisting chase began in 1981 under the civ-ilian administration of President that Nigeria reach agreement with the International Monetary Fund Shehu Shagari, ousted by a military (IMF) for a \$3bn loan before the

coup this year. A spokesman for Britain's Export Credits Guarantee Department trade arrears can be rescheduled.

to operate

and a goil course. Genting did not disclose the equity stakes of the various partners in the project and said details would be finalised with the Western Australian Government in the next few

Hong Kong complains to GATI

GENEVA - Hong Kong has formal Iy complained to the General Agree-ment on Tariffs and Trade (GATT) body next month, focuses on recent about new U.S. customs rules that changes in U.S. country of origin The U.S., which buys over 40 per cent of Taiwan's exports, has been atthe forefront of trad-ing partners pressing for import liberalisation. AP DJ

weeks. The Genting success came two years after it had pulled ont of negotiations to develop and operate two casinos in Queensland—at. the Gold Coast and Townsville—due to tough conditions imposed by the other public mean the state government. Since 1970, Genting has

been operating one of Asia'a most successful cashos np at the Genting Highlands, 25 miles from Kuala Lampur.

California group may import UK steel

CALIFORNIA Steel Indus tries (CSI) may import up to, 150,000 tonnes a year of steel siah from the British Steel Corporation, writes Ian Rodgor. CSI was formed earlier this

year by a consortium involv-ing Kawasaki Steel of Japan and CVRD, the Brazilian minand CVRD, the Brailine min-ing group. I August, it bought the Fontana steel-works in California from Kaiser Stoel for \$110m. Like Kaiser, CSI plans to run only the rolling mills and fanishing lines at Fontana, bnying semi-finished slabs from eisewhere. Most of the slab will be supplied from Brazil's new Tubarao works.

Brazil's new Tubarao works, but supplies of some grades not available from Tubarao will be bought elsewhere. BSC has already sapplied the Foliana works, having

won a flom contract early in 1982 to supply 75,000 tonnes of slabs. BSC officials would not comment on current negotiations with CSL

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BY MAURICE SAMUELSON

IO OPECTATES PAILING REFILAD, the word the bid to baild and perate a \$350m casino aperator, has word the bid to baild and perate a \$350m casino aperator, has word the bid to baild and perate a \$350m casino aperator, has word the bid to baild and perate a \$350m casino aperator, has word the bid to baild and perate a \$350m casino aperator, has word the bid to baild and beter to have been signed hotel complex in Perth hotel complex in Perth hotel conspices in Perth ho

Romania seeks to boost barter

BY PATRICK BLUM IN BUCHAREST

ROMANIA will make a con-certed effort to increase long-the counter-trade system, thus sell a maximum of its exports for cash, in order to accumulate sufficient hard currency to pay sell a maximum of its exports for cash, in order to accumulate sufficient hard currency to pay said. for each, in order to accumulate our a sufficient hard currency to pay variou back all of its debts in the first said. years of the next five-year plan (1986-90). Officials at the Foreign Trade

Ministry suggested that thia would initially be balanced by a strong push to receive pay-ment in cash for Romanian ex-President Nicolae Ceausescu said this week that Romania would press for more countertrade and long-term agreements to "open up our prospects" for economic exchanges and co-operation in production.

Countertrade exchanges have been increasing in Romania, and this year are expected to account for about 30 per cent of all exports.

ment in cash for Romanian ex-ports. The Romanians' preferred method of countertrading "Wo will increase counter-trade deals, but in the first on the basis of long-term agree-years of the plan we want to ments,

Consortia set for fresh bids for Bangkok refinery

BY BOONSONG KTHANA IN BANGKOK

SEX international consortia have submitted pre-qualification bid documents to participate in the tender for the Thai On Refinery Company's (Torc) much sought-after refinery ex-pansion contract. The project involves the re-sumping of Torc's existing two refining units to hoost their capacity to 85,000 b/d, plus the installation of a high-vacuum mit and a hydrocracker com-plex.

Administration of China (CAAC) into a regulatory body, as offering an opportunity to wide spectrum of activities. BA will be exhibiting at the first China Aviation Expo, from December 3 to 15, demonstrat-operations, newleased as engineering, helicopter. Sevent water of the size and a short list of prequalified as engineering, helicopter. Sevent water of the size and a hydrocracker com-plex. Torc, the operator of the 55,000-barrels-per-day oil the castern province of Chon Burl which is 49 per cent owned by the state-run the consortial and a hydrocracker com-plex. The constract was originally swarded to the Angio-French consortial sectors will be there in very high the sector of the sector of the size and the sector of the size and the sector of the sector of the sector of the size and the sector of the sector of the sector of the size and the sector of the

German consortia, one led by Indumont Industrie - Montage GmbH, and the other led by Maschinerrabrik Augsburg-Numberg.

British Airways to mount Peking show sales drive BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

BRITISH AIRWAYS is mount- puterisation, and consultancy BRITISH AIRWAYS is mount-ing a campaign in Peking next work. month in a bid to sell its The airline will send a team expertise to China's rapidly of 10 to the exhibition, which developing aviation market. is being widely supported by

President Cenusescu

as engineering, helicopter. Several other leading airlines operations, navigation services, will also be exhibiting and comsecurity, airline training, com- peting for business.

named later in 1985.

clamp

down on

AUSTIN ROVER, BL's car subsid-

iary, faced with the collepse of the pay strike by its 28,000 manual workers is poised to push to force

through further industrial relations

changes. Mr Harold Musgrove the

Austin Rover chairman said last night "I give notice now to wildcat

strikers, that we are not prepared

action the company might take, but there will clearly be an initiative to

stamp out unofficial disruption

throughout the group, but particu-larly in the troubled assembly plant

A mass meeting of the 11,000 workers at Longbridge Birming-ham voted 8 to 1 yesterday to reject

the advice of shop stewards and call

off the pay strike now into its third

week. They were the last of the 14

factories to hold out against the

company's 10.2 per cent pay offer,

G FORD is expected to agree to a

meeting with union leaders repre-senting the 270 sewing machinists whose week-old strike has brought

the company's UK car production to

However, the company is main-

taining a tough line on the dispute

and is giving no hint of any conces-

sion on the machinists' claim for re-

grading. It is unlikely to agree to

C FIRM PROPOSALS for privatis

ing Unipart, the spare parts divi-sion of the state-owned BL motor

company, are expected to be sub

mitted to the Government soon, Mr

Norman Lamont, Industry Minis-

ter, indicated in the House of Com-

the Government's objective that BL should be returned to the private sector in its entirety. He said fur-

ther steps to end public ownership would be one of the matters dealt with in the company's 1985 corpo-

rate plan which he expected to re-

C EUROPEAN airlines collectively

of this year. This compares with

profits of only \$190m last year, a pe-

ried during which most other air-

lines outside Europe produced a col-

Mr Karl-Heinz Neumeister, secretary-general of the 20-member

Association of European Airlines,

said: "It would be premature to as

losses from previous years."

sume we have recouped all our

lective loss of \$500m.

ceive shortly.

He confirmed that it remained

He refused to expand upon what

to tolerate them "

at Cowley, Oxford.

phased over 2 years.

meet until next week.

a standstill

strikes'

UK NEWS

Drift back to pits accelerates BL 'will

BY OUR LABOUR STAFF

THE NATIONAL Coal Board (NCB) After the two-hour meeting, the churchmen said they had urged the claimed that another 824 miners NUM leaders to abide by Trade Union Congress (TUC) guidelines abandoned the pit strike yesterday and returned to work, bringing the total for the week to over 4,100. on picketing in an attempt to re-There was more violence on the duce violence. The TUC guidelines picket lines - in one case a petrol suggest that there should be not bomb was thrown in front of a bus more than six pickets at a place of carrying working miners in County work during an industrial dispute. Durham - and police claimed that The Government announced yes there were "concerted" attacks in terday that there would be a cut in the South Yorkshire coalifields. Bar real terms in the supplementary ricades were built on the approach benefits paid to the families of stri oads to several collieries. kers. The change will take effect on Mr Arthur Scargill, the president Monday when benefits are adjusted roads to several collieries. of the National Union of Minework- for inflation over the past year. ers (NUM), and Mr Peter Heath- The benefits paid to the families field, the general secretary, met of strikers will rise by £1 a week with four senior church leaders yes- less than they otherwise would to terday, including Dr John Habgood, take full account of inflation. This is the Archbishop of York. because the Government has in-

creased from £15 to £16 a week the Managers said this startling ad paid by unions as strike pay.

no strike pay and Mr Scargill im-mediately attacked the change as managers. an example of "the Government's desperation as they try to starve the miners into submission." He said this "further punitive measure"

would not succee In an admission of the disarray at the NCB during the pit strike, se-nior managers claimed thet Mr Ian MacGregor, the chairman, had acknowledged that the joint office of chief executive had proven to be ineffective. The office consists of Mr MacGregor himself and Mr James Cowan, his deputy.

amount which is "deemed" to be mission had been made in a series of confidential discussions between The change in the rules applies to Mr MacGregor and the British As-all strikers. But the miners receive sociation of Colliery Management,

The association's officials, led by

Mr Alan Wilson, the union's general secretary, have held a number of their expenditure cuts. They will know their fate for certain today but it appears the BBC external services will escape relatively unsectings with Mr MacGregor and his deputy - the latest was on Tues day - and have met Mr David Hunt

scathed. Coal Minister, on the state of the The external broadcasting serboard after a series of embarrass vices are funded by the Foreign Ofing public divisions in the NCB's fice. This year operating expendi-ture for broadcasting is £843m. Staff at the BBC - still widely reranks

The union is due to meet Mr Pe ter Walker, Energy Secretary, or the issue. garded as the best international broadcasting organisation in the

disposal of other utilities - but it al

so gives the hopes of spreading share ownership and fulfilling the

BY JASON CRISP BROADCASTERS and executives wave radio is like a conducted tour BBC listening figures would almost certainly be better if it was easier to receive. Reception is partiin the BBC's external services have of the Tower of Babel. Nearly 100 spent a nervous week as Foreign Office staff urgently search for countries broadcast internationally. In Europe, Ireland is the only councularly poor in East Africa and parts of the Far East such as Japan.

BBC fights battle for

overseas airwaves

try to keep its broadcasts to itself. Much of the BBC's equipment is 30 The growing number of countries or 48 years old and some transmitwhich broadcast and the growing power of their transmitters makes ters are only 70 kW - although the more powerful are 250 kW. Modern transmitters used by the Soviet it increasingly difficult for the BBC to make itself heard. Ironically, im-Union, France and West Germany poverished Albania has very poware 500 kW, which can drown out erful broadcasting equipm lesser equipment and "splash over" which it uses to transmit possibly the world's most boring service into channels where there is a weak simal Badio Tirena modernisation programme in 1981. Old equipment is being replaced

world - are growing increasingly envious of their U.S. counterparts It is only three years since the BBC last fought a skillful rearguard action against shirp cuts in its budaction against sharp cots in its bud-get. After widespread protest, parti-cularly from Tury MPs, the cuts were kept to CL5m. It meant clos-ing Italian, Spanish and Maltese services for Europe and reducing the French service to Europe and the Portuguese service to Brazil. However, the andibility programme was saturd. After years of neglect the VOA is now enjoying the considerable sup-port of the Reagan Administration and embarking on an extensive modernisation and expansion pro-Over the next five or six years

was saved. the VOA is to spend more than \$1bn on powerful new transmitte The BBC claims 100m people lisaround the globe which should ten regularly to its international broadcasts. The English language World Service is broadcast 24 greatly improve its audibility. At the same time it is recruiting staff to increase broadcasts to a mmber hours-a-day and has a regular audiince of about 25m. The BBC also broadcasts in 36 languages - ranging from Urdn to Mandarin Chinese 85m. About 10m are listening to the World Service as well as vernacular

programmes. Indian sub-continent, where 35m World Service, Surprisingly the there is little shortage of broadcast-

that a twiddle of a dial on a short- ing.

DIG The BBC is also one of the first international broadcasters to relay signals via satellite. Traditionally, the outlying stations have picked up the signal from England and rebroadcast it. Increasingly, the BBC is sending much higher quality signals directly to the stations using circuits on the Intelsat telecommu nications satellites which improves

The BBC started on a £100m

veater

1.11

Sec. 20

1.10

The BBCs strengths are on the engineer of the external services

says that the current audibility propeople listen to the Hindi service, gramme may not be enough. There and in Nigeria where 15 per cent of is no doubt by the early 1990s we the adult population listens to the will have a limited number of higher power transmitters but by and BBC claims a regular audience of large we will be relying on those of 2m in the U.S., a country where 250 kW. By then most other countries will have 500 kW and we will be behind again."

Health warning over British Telecom THE BRITISH Telecom (BT) pros pectus contains an unusual wara-ing, about the attitude of Her Majesty's Opposition. This section lists lightly. various statements by the Labour Party, particularly this year's party conference resolution calling for sation is wrong, economically and socially. In an interview yesterday with the Financial Times Mr John renationalisation and compen on the basis of no speculative gain. This resolution cannot be dismis-Smith, Labour's trade and industry sed as "just another wild confer spokesman said there was no argument for a private monopoly since

ence demand." It is fully backed by the parliamentary leadership who regard the privatisation of BT as BT still had 95 per cent of the market different not only in scale but also, as a major utility, in kind from oth-er sales of public-sector assets. BT He was also worried about BTts position as a dominant buyer of equipment, particularly in the light is the only such company specificalof the recent remark by Sir George ly cited in recent Labour policy Jefferson, its chairman, about pur chasing more abroad, which would damage domestic suppliers employ-

Indeed, Mr Roy Hattersley, the party's deputy leader, stressed in ing 70,000 people. his conference speech this year. BT is coming back into public He doubted how effective in practice the Office of Telecommunicaownership in its own form immediately. I emphasise that and repeat it. That is an immediate priority of a returning Labour government and no back sliding, no temporisation, about that."

Peter Riddell says the Labour Party's resolve to return British Telecom to the public sector should not be taken

Labour's argument is that privati- the present low sterling/dollar rate. He could not imagine the French al-

lowing this. Gi en BT's good profits prospects be doubted whether ministers would sell such a business if they had been in a similar position in the private sector

For the Social Democratic Party, Mr Ian Wrigglesworth its industry spokesman, believed that the key test of the Government's commitment to wider share ownership would be how far it ensures that the small investor is not crowded out if the issue is oversubscribed. This point has also concerned

some Tory backbenchers, most of whom strongly support privatisation despite some reservations about BT's dominant position.

tempted - therefore a pointer to the rows

about such a widening of share ownership. He argued that such shares would be bought not in the intention of purchasing a stake in

the number of shareholders over time in companies which had previously been privatised.

ber owning under 100 shares fell from 40,000 to less than 3,300.

lieves that the position will be very different with BT. But Mr Smith an gued that a larger number of share-holders would still not discourage For the Government, the BT sale holders would still not discourage is significant. It is not only by far labour from renationalising BT, the largest privatisation so far at whatever the political risks and

of areas including Latin America and Africa

> ternational broadcasting a growing temptation to governments.

HERE IS THE STEADIEST ENTRY

OF YOUR BALANCE-SHEET.

2. 17 H

The battle for listeners on the international airwaves is so fierce

Skyship cleared for commercial flights

are forecasting a net profit for 1984 BY MICHAEL DONNE, AEROSPACE CORRESPONDENT of about \$690m (£550m), based on the results for the first nine months

A BRITISH airship, for the first tify our long-term confidence in the

time for more than 50 years, has company." been cleared to begin full-scale The certificate will open new commercial flying. The certificate will open new markets for the Skyship 500, of The UK Civil Aviation Anthority which tourism may be the most lu-(CAA) yesterday handed over a crative. Airship Industries is nego-type certificate for the Skyship 500, tiating a number of worldwide made by Airship Industries, which sales.

other purposes.

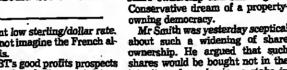
Until now, the four eight-seater

means that it may carry fare pay-The company is planning to sub

mit proposals to the U.S. Navy in its competition for a "battlefield sur-Skyship 500s at present flying have been used for non-fare-paying activ-ities such as advertising, surveill-a battefield for artillery spotting or for a big airship that could fly over a battlefield for artillery spotting or

The U.S. Navy's ideas are still be-

tions might be in regulating such a dominant company. Mr Smith was also critical of the provision for foreign ownership, especially given the attractions for U.S. investors at



the enterprise but in the hope of making a little money in the short term. He pointed to the big fall in

For instance, the number of shareholders in British Aerospac dropped from 157,800 at flotation, to 27,200 within a year, and the num

The Government hopes and be

175 A. 18 A. 19 40

BBC's audibility programme was first drawn up in the 1960s and given the go-shead in 1981. The rapid growth in the world population of radios from nearly 240m in 1955 to more than 1.5bn last year makes in-

and it is putting in a new rep station in Hong Kong with 300 kW transmitters to serve Japan and parts of China. New equipment in the Seychelles will improve cover-age in East Africa. Modernisation is also going on at its UK sites and Cy-

the globe

hich have a regular audience of the quality in the distant parts of

The BBC is also undertaking a much more modest modernisation programme to improve audibility, which this year will cost £10m. The

at the Voice of America.

gramme

D BRITISH Steel Corporation is to close its Glengarnock works in Ayr-shire, Scotland, next March with the loss of 203 jobs. Closure is a result of a severe contraction in the market for universal flats used by ship and bridge builders.

I MINING companies are being invited to apply for prospecting li-cences in Northern Ireland after the discovery of major new deposits of lignite - low-grade brown coal around Lough Neagh. Geological details of the finds will be published by the Government next week.

AUTHORS, booksellers publishers and libraries represented by the National Book Committee have launched a campaign to stop the Government putting value added tax (VAT) on books. Books are at present zero rated for VAT purposes, but the committee fears that a 15 per cent levy will be imposed in

the next budget. Lombard, Page 19

OXFORD University has adopted a resolution prohibiting all future direct investment in the South Afri-can economy. It is the culmination of a four-year campaign by Oxford students and dons to prevent any future decision by the university authorities to "profit from apart-

D BELL CANADA international has bought General Computer Systems, a small British company, as part of a move to take it into the European market for the third party mainte-nance of computers. This business is relatively undeveloped in Europe where computers are usually main-tained by the supplier.

ance and television. Mr Roger Monk, chief designer of Airship Industries, said the type certificate represented "the ulti-mate technical endorsement of our

ing developed, but Airship Indus-tries, as one of the few airship builprogramme by one of the most ex-the competition offers a big opporacting aviation authorities in the world." tunity for further exploitation of the airship concept.

Mr Robert Pearce, of the Austra-Mr hobert rearce, of the Austra-lian-based Bond Corporation Hold-ings, which holds 81.4 per cent of the shares in Airship Industries, said the type certificate would "jus-load) craft, called the Skyship 5000.

Export credit agency to keep present structure

BY CHRISTIAN TYLER, TRADE EDITOR

THE GOVERNMENT has rejected partment had even been attempted, the recommendation of its review be said. committee that Britain's export

The ECGD made its first-even credit agency, a government depart-ment, should become a public cortrading loss in the 1983-84 financial year and is borrowing £370m from the Consolidated Fund The decision, announced yester-

It was announced that the Trea-sury and Bank of England would in-

Large sections of industry and the City of London had called for the change to make the Export **Credits Guarantee Department** (ECGD) more efficient Mr Paul Channon, Trade Minis-

day, is a tactical victory for the Treasury, which feared some loss of control, and for Civil Service vestigate the merits of creating a private sector export bank to tap unions, which argued that such a sources of medium and long-term finance. It was not clear yesterday move was unnecessary and disruphow much real support there is for the idea.

The ECGD will also discuss closer co-operation with the small but ac tive private export insurance man ket. Mr Channon said such coter, yesterday denied that the finan-cial plight of the ECGD was rele-upset the balance of the ECGD's vant. No estimate of the amount of own portfolio of risk - about £30bn capital required to hive off the de-

Car chiefs receive over £1m

The three Nissan UK directors

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

poration.

WELL OVER fim each in dividend payments was received by two directors of the private company British motor industry. For exam-which imports Nissan cars to Brit-ple, Mr Sam Toy, chairman of Ford ain, according to the latest accounts filed by Nissan UK. That was in addition to salary payments worth over £190,000 each The accounts, for the year to end-

July 1983, also show that Mr Octav Botnar, founder and chairman of the company, received a 44 per cent pay increase, from £75,000 to £108,000.

Mr Michael Hunt, who has been a director of the company since it was set up in 1970, collected a total of £1.996m in dividend payments for the year. The other founderdirector, Mr Frank Shannon, re-ceived dividends totalling £1.318m. Both Mr Hunt and Mr Shannon waived dividends worth a further

£130,000 each.

are among the highest-paid in the British motor industry. For examof Britain, the car market leader, received £94,888 for 1983, while Mr Ray Horrocks, head of BL's cars division, collected about £85,900 last Mr Botnar is shown not to have any shares in the company, which

is ultimately owned by European Motor Vehicles, incorporated in the Netherlands. He has said that once Nissan of Japan builds up production of cars in Britain he would hand over control of the import company to the Japanese.

In the year under review Nissan UK earned a net profit of £26m on sales of £382.4m, compared with 12 months by the Ministry of Inter-£27.3m on a £317.84m turnover in national Trade and Industry which the 12 months ending July 31, 1982. supervises the system.

Included in the costs for the 1982-83 year is a "provision for dis-counts" totalling £8.8m. This repre-sents a modest £80 on each of the 100,000 cars Nissan sold in the year. There are indications that the company has recently given dealers stronger marketing support be-cause conditions have become even more competitive.

Nissan UK, which accounts for nearly 6 per cent of new car sales in Britain, is under intense pressure to maintain that share. Under the terms of the arrangements for the "voluntary" restrictions on car shipments from Japan to the UK, manufacturers who lose market share one year are almost certain to be allocated a smaller share for the next

than 800 top leaders all over the world. 800 leading business or government decision-makers who know that in so doing they have made the most efficient (and intelligent) investment. In fact, they decided in favor of a Falcon after having established that no other aircraft in its category offers such a combination of performance, economy, strength and flexibility. The Falcon - it has often been stated - is a genuine commercial air-

plane built like a fighter, .

Outstanding businessmen keep their feet

on the ground but they also know how to look

at the sky, which sometimes gives them the

wings of genius. Like the Falcons do. The Falcon

10's, 20's and 50's have already convinced more

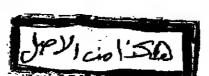
With the same computers, the same techniques, the same materials which are selected for the Mirage fighters operating at Mach 2.2. The Falcon virtually does not age and is just as advanced as those fighters. That is why the Falcons are still the only corporate jets in the world upon which the lawmakers did not find it necessary to require artificial safety barriers for the pilots such as stick shakers or stick pushers.

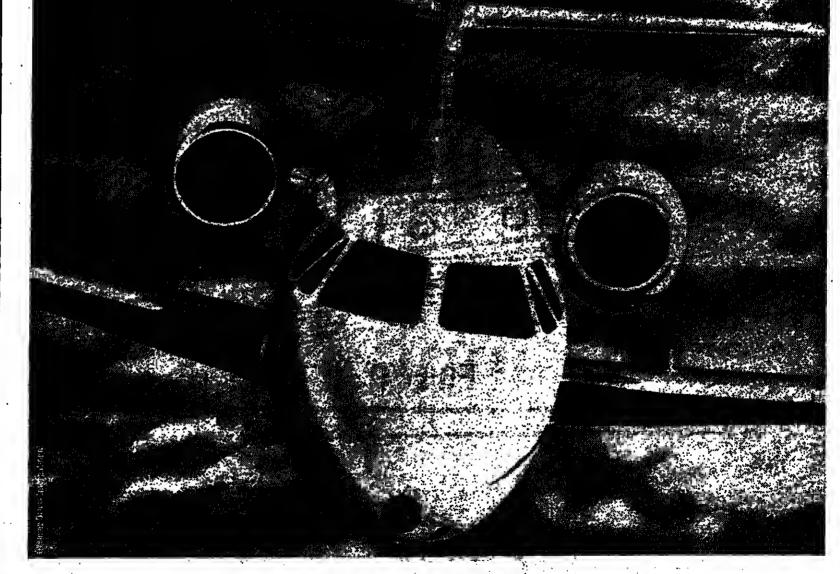
As for performance, the nine world speed recordsheld by the Falcons are a sufficient proof both of their strength and flying qualities,

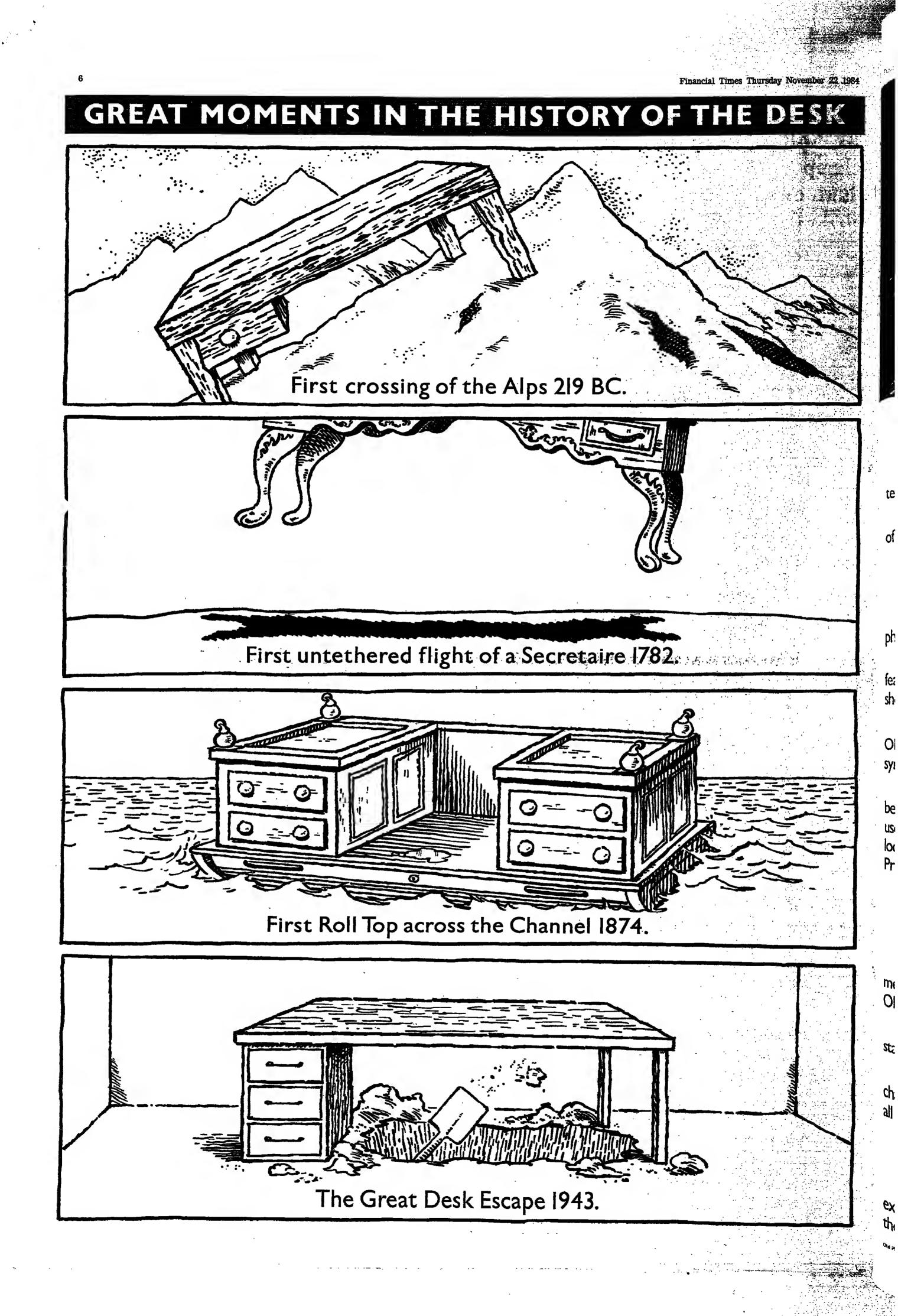
Confidentially, all these qualities will doubtless explain why the Falcons are very often resold, after many years, for more than their purchase price. But who would dream of reselling a Falcon? Of getting rid of one of the steadiest entries of his balance-sheet?

A special information kit on the Falcon 100, 200, 50 and 900 has been prepared. To obtain it, please send your card to Paul Delorme. Dassault International, 27 rue Victor Pauchet, 92420 Vaucresson, France, or just call him at the following number: (1) 741.79.21.

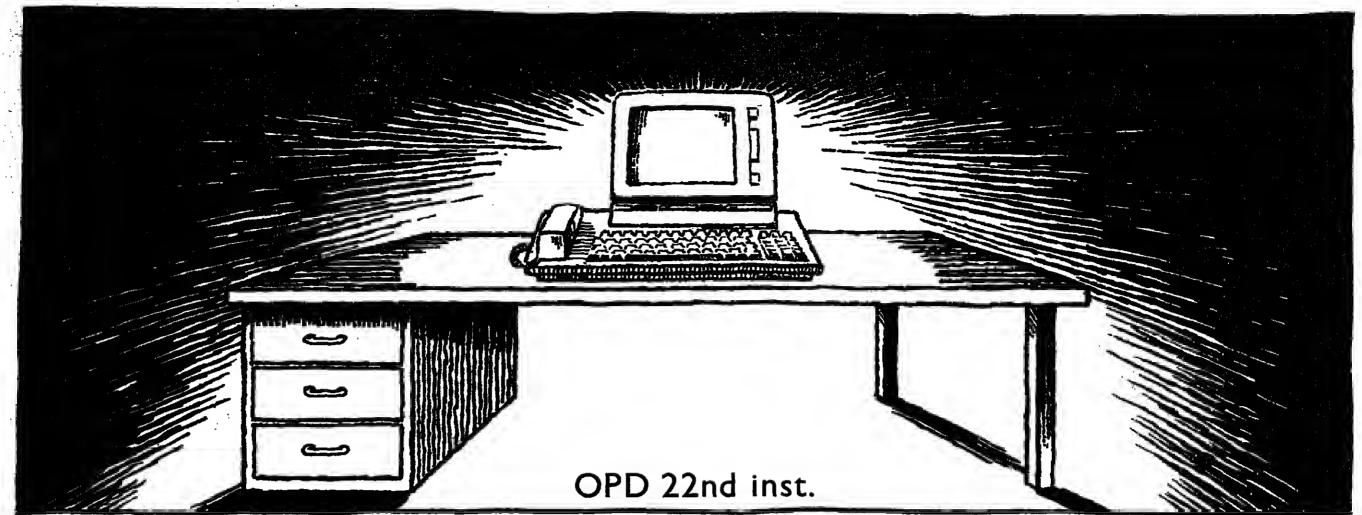
Business takes off with Falcon_____











OPD stands for One Per Desk.

The OPD is a personal computer.

It is also an advanced telephone. And a computer terminal. And an electronic messaging service.

And, let's not be modest, its arrival represents one of the truly great moments in the history of the desk.

<u>ONE</u>

Every desk needs a phone.

Why?

The OPD is able to plug directly into your telephone socket.

It functions as an advanced telephone with all the features you might expect, like an electronic directory,

Moreover, the design of the OPD recognises that most people in management tend to be very selective in their use of a personal computer's functions. So all the most commonly-used management aids are actually built into the OPD.

When the OPD arrives on your desk it will already contain - in chip form - a software package of wordprocessing, financial planning spreadsheet, business graphics, and a personal database for your own computerised filing system.

You can switch between tasks instantly, like changing columns of figures into graphs, or inserting those same figures into a letter.

And not a floppy disc in sight.

short-code dialling, and automatic re-dialling.

When you're away from your desk - or busy - the OPD will answer all your calls automatically with a synthesised voice.

Those same telephone lines enable the OPD to become a desk-top communications centre. So you can use the OPD to talk to company mainframes, or to look at other interesting sources of information like Prestel and other viewdata services.

<u>PER</u>

Every desk has an in-tray and an out-tray.

But on the OPD, you'll find they're electronic.

The OPD will let you create memos, notes, and messages on the screen, then send them to another OPD via the electronic out-tray.

Meanwhile, the electronic in-tray will remain constantly open to receive messages.

Once read, you can erase the message, or file it, or change it and send it on. And all in a fraction of the time all that paperwork takes.

DESK

More and more desks boast a personal computer.

R DESK AND OPD ARE TRADE MARKS OF ICL. MICRODRIVE IS A TRADE MARK OF SINCLAIR RESEARCH LIMITED, PRESTEL IS A TRADE MARK OF BRITISH TELECOM

The OPD is more versatile than many other - more expensive - desk-top computers. (And can they answer the phone?)

A similar package, carried on floppies, costs hundreds of pounds.

OPD

That still isn't everything.

We haven't mentioned the twin Microdrive units for keeping your data safe.

Or that you can see everything the OPD does in glorious colour with the optional colour screen. Or the built-in clock and calculator.

Or the fact that the real beauty of the OPD is its flexibility. You can switch between every operation we've mentioned above as naturally as you might stop halfway through a memo to answer the phone, or call someone to discuss some figures you're checking.

Or the price.

So, if you want to know even more about One Per Desk, send off for the brochure.

Next to an OPD, it's the best thing that could land on your desk.

	We should be talking to each other.			
	Tel:	FT 22/11		
		Address		
		Company		
B.T.Approval No. 5/1235/3/E/500073		Name		
with telecommunication systems run by British Telecommunications in accordance with the conditions in the instructions for use.	orth (04626) 6565.	SG6 IQL, or telephone Letch		
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TECHNOLOGY

EDITED BY ALAN CANE

UNIVERSITY RESEARCH

Cambridge gains by

SCOTLAND'S FIRTH OF FORTH IMPROVES NAVIGATION IN ITS SHIPPING LANES **Green light for ship traffic control**

BY ANDREW FISHER. SHIPPING COBRESPONDENT

MARINE etiquette has improved radar information and syntheticon Scotland's Firth of Forth ally produced chart data recently. The reason? A new (features already programmed Norwegian system of traffic con-into the system) are displayed trol which keeps such a close together in sharp colour which eye on what is going on it can be seen in daylight. ensures that sailors dare not stray out of line.

owned by Government.

Before the port installed the Norcontrol system, added the captain, "there were lots of se encounters. Now, there

At the push of a

button, the operator

can get an immediate view of the traffic in

any section of 250 sq.

miles

The Forth ports handle around 20,000 ship movements a year, with cargoes ranging from oil and gas to containers, grain and bauxite. Thera are also plenty of eager yachtsmen criss-crossing the shipping

What Norcontrol does is give the harbour managers a very clear and uncluttered view of which ships are going where along the Forth. Radar data is converted into multi-coloured screen images almost instantly.

This is done through a digital scan converter which translates the information from analogue format. Both the digitised "raw" The control room for the

Forth Navigation Service is at "They know Big Brother is watching them," said Captain Alan Childs, chief harbour master, based at Leith, near Edinburgh. The system, which cost the port some £900,000, was provided by Kongsberg, owned by the. Norwegian Covernment. waters.

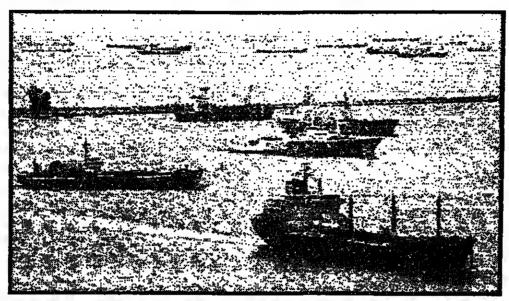
> On the screen, the coastline is outlined in bright green, with the navigable channel markings in red. Dark blue is the colour of the sea and yellow that of the echo returns from the radar targets.

> So-called "sea clutter," Interference caused by radar baams bouncing of waves, can be eliminated with Norcontrol which haa won NKr 130m (£12m) of husiness for its maritime aurveillance systems since 1980. This, it claims, is over 60 per cent of the world market.

Norcontrol's manegers claim aren't any. We've got a far better overall picture of what's happening on the river and river users know it." The Forth ports handle movements, and a digital scan converter. Competing systems from the UK, Holland, France, and the US, have some, they say, but not all, of these features.

A smaller Norcontrol system than the one in the Forth has just been installed at Plymouth. Portsmouth has one, as do Bri-tisb Petroleum for the Magnus

tor of the North Sea.



Unlike the proximity of ships to one another in Lagos Port in Nigeria, the Firth of Forth has more controlled movement of shipping as a result of its Norcontrol system

out and alarms triggered off if a vessel looks like causing a collision. Since everything is recorded on tape and video, there should be no arguments if any errant crayon marks on the cathode vachtsmen. or nevigators of big-

ger craft, are pulled up for being on a dangerous course. Previous radar blind spots have been eliminated by extending the network of sites. Eighteen months ago, two tankers col-lided in an area formerly ohstructed from the radar's gaze. You can do trial manoeuvres

A key attrection of the sys-tem for the Leith operators is the ability to separate ships will reach bridges. If two ships are not allowed to pass under with bazardous cargoes from other vessels. White markers can he put onto each ship, tracking its progress; likely future positions can be worked own."

viously, new pictures were built up in three sweeps and resolution was far less sharp, with no discrimination between radar

tube and move them as the ships moved." With Polaris submarines going inlo Rosyth dockyard, VLCCs (very large crude car-vicrs) and gas ships meeding special attention because of the riers) and gas ships meeding special attention because of the variety of cargo and cruise ships using the estuary, Captain intermittently. If he wants, he can call up enlarged views of near control is a modn-because Norcontrol is a modn-

displayed on screen immediately the old onas are wiped off. Pre-The Leith operators used to to have to keep in their heads what each ship was and whera it was heading, said Captain Childs. "They used to put little

targets. With Polaris submarines computers.

tinuous track of all vessels

tory.

development.

simply by pressing a finger next year. onto a small pad. That is tha According bope of Oric Medical, a com-pany formed a few months ago, producing that plans to sell within a couple of years an electronic machine based on this tech-

machine based on this tech-nology. The device, a small box, would sell for about £50, says the company. The product conld ha sold not only to ordi-nary people who want to check on their health. It could be attractive to doctors who re-quire a method to monitor hlood pressura that is less time-consuming than the conven-tional technique in which the physician inflates a sleeve placed on the patient'a arm.

Rank Xerox award versities world-wide, and tha head of the Cambridge computer ooly one outside the U.S., to laboratory, said the new contrilaboratory, said the new equip ment would make it possible henefit from a £10m inter-

ment would make it possible to prepare computing sindents better for the outside world. He said the Xeror sward was worth 10 years of equipment support from the University Grants Committee, the chief national programma initiated by the U.S. office equipment manu-facturer Rank Xerox. Its share of the programme is £600.000-worth of computer hardware, software and services source of university final which has been awarded to the

source of university finance. Technically, the sward is interesting because Cambridge University is the chief pro-ponent of another kind of kind speed data transfer between workstations, the Cambridge Ring, in which "anvelopes" con-taining packets of data circulate in a ring around the commercial workstation until they reach university's computer lebora-Other universities which have been awarded similar equipment include the University of California at Berkeley, Cornell, the Massachusetts Institute of Technology, Princeton and the University of Texas at Austin. workstation until they reach their destination. Ethernet, on the other hand,

The award comprises chiefly a set of bardware and software known as the Xerox Develop-ment Environment, a series of workstations, laser printers and computers for processing, com-Ethernet, on the other Dance, involves contention for space on the data highway with all stations listening to the same message, but only the correct destination receiving it. Two years ago, there was con-siderable speculation ebout win-news and losses in this 'local computers for processing. com-municating and filing information connected together by a high-speed data highway. Ethernet.

ners and losers in this 'local area network' market. Now the technology has advanced to such an extent that Professor Needham expects to Ethernet. These devices, including the Star 8010 high performance workstation were developed by Xerox over more than a decade at its Xerox Parc research

be able to link Ethernet and his Cambridge Ring singly by centre, and are generally regarded as having pioneered most of tha most innovative thinking in electronic office using a small computer to "translate" the messages be-

"translate" the messages be-tween the two systems. Professor Needham said the. equipment would be used for two specific purposes: to develop ways of writing correct software more quickly and affectively and to automate that The Star, for example, uses screen images or icons and a screen pointer called a mouse which were later copied by Apple in putting together the Lisa and Macintosh personal design of silicon chips.

MEDICAL EQUIPMENT **Blood** pressure at your fingertips

PEOPLE MAY soon be abla to tronic blood-pressure gadget measure their blood pressure will work are a "trade secret." in the comfort of their homes Consumer trials should start

According to Dr Johnson, the company is also interested in producing devices to monitor people's hearts, "Wa want to expand into other areas besides, computers because we don't want to be a company that is

About a dozen engineers at Oric's two research centres, in Oxford and Cambridge, are working on the madical products. The company employs 40 more people at a factory for final assembly of its computers Oric was formed by Dr John-son and Barry Muncaster, the company's managing director,

on this page (September 3, 1983) of the "heat hattery" concept developed by the Wimborne, Dernet, company Altec Edece, the Department

Energy

Heat

batteries

SINCE THE Initial reporting

ef industry his provided 532,000 io help production start up before the end of the year. Several other com-panies have expressed an interest. The Japanese multipational company, Milisul, has pur-chased an option for "a sub-stantial som," giving it the sole, right to accordiate a license to make and market the product fur Japan galy. Waistcoats with built-in re-

White Horse

OFFICE SYSTEMS

THE BEST PLACE

TO BUY YOUR NEW ICL

WORD PROCESSOR

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chargeable heating pads for use by sportsmen are to be affered by Growsaver, which has placed an order for the has placed an order for the heat battery product. The Department of Health and Social Security is evaluating a medical application for very local heating of the body where a vein has to be raised for insertion of an intra-

veneus drip. The product is also to be used in The Footsteps of Scott Antarctic Expedition during 1984-86.

Known as Thermogel, the material has the ability to retain heat energy without itself becoming hot. It therefore allows heat to be trans-ported in containers of the material without the need for insulation.

When an activation chemical is injected, the energy, which has been stored as intent heat, is released over a period of several haurs, depending on the volume.

Design

Draughting software

AUTODESK, the Californian company that originated the Autocad computer alded-design software for use on microcomputers, has revealed a new three-dimensional visualising package fully compatible with the original draughting programs.

Called 3D Level 1, it is a "wire-frame" program in which the points and edges of a structure can be easily produced and displayed by the novice CAD user. The suite also has hidden line

Gould ... Innovation and Quality in Electronics

field in the North Sea, Teesport and the army for an artillery range on the Welsh coast. Norcontrol is also used at the Swedish port of Gothenburg, as well as in Mexico, Malaysia, Bahrain and the Norwegian sec-

with vessels," sald Graham any sector of the port. much better able to ke Greener, Kongsberg's area sales Because Norcontrol is a modn-manager for Western Europe. lar system, it can be npdated navigating in the river."

"We're looking for a European test and measurement company

"Look at Gould,"

with standards as stringent as our own."

tube and move them as the ships moved."



ter they met in the Cambridg Oric Medical is a subsidiary laboratories of Cambridga Con of Oric Products, a company hased in Ascot which was formed in 1982 to sell home sultants, a contract-research organisation. The company plans to sell next year a business com-puter that will be compatible with the IBM personal computers. Dr Paul Johnson, Oric's technical director, says that details of bow the elecmachine.

SCIENCE PARKS **Tenants** welcomed

university. It is a joint venture between Vuman (a company set up by Manchester University to exploit academic inventions). TWO OF Britain's university science-parks baya announced new tenants for their enter-prises. Visual Machines, a com-pany which makes vision Rediffusion Robot Systems and American Robot systems for robots, and Think-The company's technology is based on work by the Wolfson image Analysis Unit at Man-

ing Software, will move into the science park at Manchester. BOC, meanwhile, is to build an R and D centre on a similar image Analysis Unit at many chester University. In hardware sold by the company, electronic mechanisms collect pictures of objects from TV cameras and and A and D centre on a similar patch of land next to Surrey University in Guildford. Tha zes and health-care group will house 250 engineers and execu-tives in the new development. translete these into digital codes comprehensible to robots. These people will liaise with members of the university staff With the pictures, the robots can thus take note of their surroundings and act accordin areas of research such as chemical engineering and ingly. materials science, Visual michines has sold

technology to Volkswagen in West Germany for the inspec-tion of car parts on a produc-tion line. For example, Professor Roland Clift, besd of chemical and process engineering et Surrey, says that colaboration could devalop around his department's expertise in ways second company to take up resi-dence in the Manchester science of separating gases through selective absorption.

park, sells computer systems for accountancy and to control specific industrial operations In the Manchester develop-ment, Visual Machines already

Thinking

Software,

the

The announcement follows only a month after Antodesk released Autocad 2, a system which the company claims can provide "90 per cont of the capability found in lead-ing large-scale CAD systems costing \$100,000 ar more." More on (415) 331 0356 in the U.S.

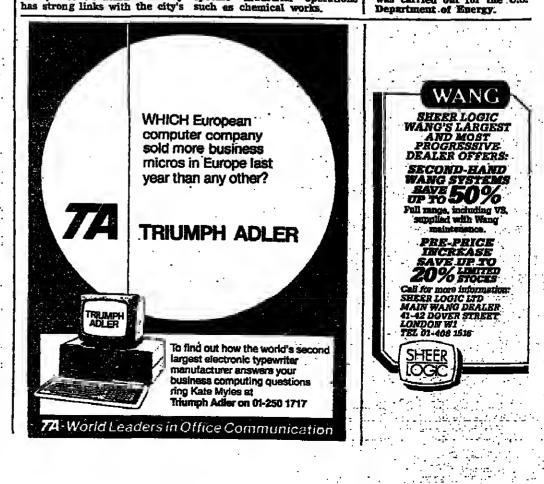
removal facilities.

Electricity

Power cables

A NOVEL proces fer up grading existing high voltage underground power cables in congested urban areas has by re-Battelle's been developed by searchers from Bat Columbus laboratories.

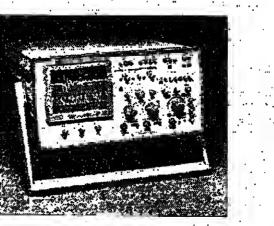
The scientists have devised system for making ultradrawn polyolefin tapes as cable insulation in combinacable insulation in combina-tion with conventional dielec-tric fields. The plastic tape insulated tape cables while being the same physical size as the traditional paper insulated types can carry a higher power. The project was carried out for the U.S. Department of Energy.



When it comes to ensuring optimum quality and performance across a complete range of electronics applications, no-one offers a better range of logic analysers, digital and analogue recorders and digital storage oscilloscopes than Gould, like the 4030 pictured right - but this is just one of our activities in the electronics field.

In Europe, as in the rest of the world, Gould is concentrating its interrelated technologies and products in six rapidly expanding electronics markets: computers, factory automation, test and measurement, medical electronics, defence electronics, electronic components and materials including semiconductors-if it's important to Europe, then it's crucial to Gould.

Interested enough to find out more? Write to Gould, Department R4, Raynham Road, Bishop's Stortford, Hertfordshire, CM23 5PF, England.





THE MANAGEMENT PAGE: Marketing and Advertising

BY AMERICAN standards the sponsorship of the British Motor Show programme on Channel 4 early this year was a very discreet affair. For its con-tribution of more than £50,000 for the series, spare parts com-pany AC Delco, a subsidiary of America's General Motors, got little more than a mention at. the end of each programme.

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The large motor caravan which transported the produc-tion team around the country and which featured in the npening shots also carried the AC Delco name.

Nothing so blatant seems likely to appear on British television again, at least for the forseeable future. The Inde-pendent Broadcasting Authority (IBA), which polices the line between honest advertising and undue commercial influence on programme content. accepts that no attempt was made to plug AC Delco products in the programme. But David Glencross, the

IBA's director of television, now helieves the programme went too far all the same. "That sort of direct link be-

tween the funder and the nature of the programme is something we wouldn't have again. We will insist that a sponsor or part-funder cannot fund a programme in which there is any possibility in our minds that a connection can be established between the com-mercial interests of the funder and the subject matter of the programme," says Glencross. (The difficulty was compounded because Delco added retailing to its manufacturing activities between the commissioning and showing of the series.)

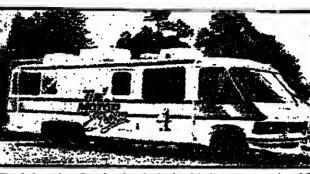
The irony is that the sort of sponsorship that helped to put The Motor Sbow on the road is as pure as the driven snow compared with what was allowed in the early days of independent television.

In the 1950s the Royal Auto-mohile Club had its nwn motoring programme on ITV fronted by an RAC public relations man. And companies could pay to have their new products introduced by a "TV person-ality" in advertising magazines. Despite the present tougher attitude to such matters by the IBA there are signs of increas-

STATE A STATE

No message from of such indirect advertising Systeet believes that Combiling Insurance registered a large jump in public awareness of tts your sponsor

Raymond Snoddy explains why UK TV fights shy of commercial sponsorship



ident Broadcasting Authority felt in retrospect that AC ent on Channel 4's motor caravan Delco's name was too p

mercial breaks in the pro- jockey Bob Champion had even more relevance to Ladbroke's business affairs. gramme they are financially

supporting. Supporting. Storssel, marketing John Harounoff, the group's head of public affairs, empha-sises bowever that each such director of Channel 4, is one of those who believes there is scope for considerably more project is decided on its com-mercial merits—goodwill and Spain, When Italy won, Iveco, enhancing the corporate image sponsorship in British television within the strict IBA guide-

lines. 'Cbannel 4 is working on four projects at the moment," she says. One involves a search for sponsors for the three-bour finale of a major season of programmes on Channel 4 on the environment. She hopes that within the are secondary. next two or three years spent last year on sponsoring Channel 4 could be raising up events. The total, which repreto £5m a year from sponsorship. For companies which are not normally associated with £2.5m in 1971. broadcasting or films there is another way to get their name on the screen-providing co-

TBA there are signs of increas-ing interest in sponsorship by companies and advertising agencies. What is believed to be the first sponsored television conference in the UK, which opened in London yesterday and continues today, is an indi-cation of that interest. One reason for advertising agencies' renewed interest was the IBA decision earlier this year to relax one of the rules on sponsorship. For an experi-mental period sponsors will be able to advertise in the com-the first sponsors will be able to advertise in the com-the interest. Sponsorship, according the last World Cup finals in the last World Cup finals in the truck division of Flat, name on the film. Iveco has the IBA decision earlier this shance will come when the film year to relax one of the rules on sponsorship. For an experi-mental period sponsors will be able to advertise in the com-the to advertise in the com-the able to advertise in the com-the film the project. A film of the able to advertise in the com-the film the project. A film of the able to advertise in the com-the film the project. A film of the able to advertise in the com-

name as a result of sponsoring the Cornhill Test. But are the sponsors going to he kept al the periphery of British broadcasting fighting to

place their placards or hoping

"II's not that we have had to say 'no' many times. We have had relatively few pro-posals put to us. I don't sense a great flood of applications. If significant changes in the structure of the levy (from a levy on profits to a levy on turnover) il could encourage

more, Glencross helieves. Although London Weekend Television recently accepted Television recently accepted sponsorship money from Schweppes, the soft drinks com-pany, it was purely for educa-tional materials to back up its historical series. The Making of Modern London. And LWT has no plans to seek direct sponsorship money. The real hopes of the sponsor in the UK lie in the new media

in the UK lie in the new media of cable and satellite television. The Cable and Broadcasting Act passed this year stipulates that the cable authority which will regulate the new industry is to draw up a code concerned with standards and practice on the

sponsoring of programmes. Howard Thomas, adviser to the sponsored television conference and former chairman of What is clear is that so far Thames Television, said the big money is in sports vesterday: "Cable and satellite sponsorship. According to can hardly get going without Derek Etherington, a consultant on sponsorship to The Sports It is too early to say what council, more than £100m was rules the Cable Authority will grant thet war on consolitant

draw up but il is clear that not only will there be much wider sents 3.6 per cent of the ad-vertising spent on press and television, has grown from screen of advertising magazines.

22.5m in 1971. Jon Davey, secretary of the Last year, according to Cable Authority, believes that. Etherington, who runs "Whatever the details of the another may any another may a sport of a film or sports and a significant sponsorship market. Market for sponsorship may well deals are carefully chosen a place, almost 1.200 companies sponsorship may well extremely important to company can not only get an had a significant sponsorship important to conscreen credit and enhance involvement with sport. More future of cable." The sponsors may also future of cable. The sponsors may also future of the involvement and of the state their involvement and of the satellite. At the confert Etherington, who runs Whatever the details of the Sportscan which monitors the code, cable will offer a new sports sponsorship market market for sponsorship — and place, almost 1,200 companies sponsorship may well be the

The sponsors may also find a role in direct broadcasting by companies which withdrew satellite. At the conference but four of their events yesterday Nicolas Mellersb, re taken np within three former chief executive of the moths. Movie Channel, suggested what

IN A perfect world, that press- tion of many different marketthe camera will linger in close-ing question th every adver-up on the corporate name on a player's chest? For the moment the answer seems to be yes. In the absence of such creative work has to overcome."

a system, advertising research says Don Arlett, executive provides the surest guidelines creative director of Ogilvy and along which the creative idea Mather, "more a constructive may be developed. Yet, while enlightening than a negative few serious advertisers would monitoring process." be caught these days wilhout doing some, its imperfections are legion and everyone bas his or her pet hloomer.

For instance, when Helneken carried out research on Its inaugural campaign it was told: It is considered that overall. the commercials are unlikely to promote awareness of Heineken and interest in drinking it." Happily this advice was ignored and 10 years later the boos have

Hurned to cheers. And again, Benson and Hedges' original "Pure Cold" heages original "Fure coin campaign of the 1960s and the famous Avis "We Try Harder" —both of which appeared severely flawed when researched pre-release.

What, then, can advertising research achieve? With commercials costing as

much as £3,000 a second, little enough is left to chance. Clients want reassurance to a greater or lesser extent and as John Salmon, chairman of Collett Dickenson Pearce puts il: "Creative people are more enlightened these days. They realise that advertisers are not prepared to take flying leaps with large chunks of budget without being sure they're heading in the right direction

Even though many a good idea has foundered on the rock of research, such research generally knows its limitations. Winston Fletcher, chairman of Ted Bates, and garrulous com-mentator of his industry, writes in his new book, Commercial Breaks: "Like other new disci-plines which seek to study bumanity, market research trips over itself when it promises too

much. Happily, in the last two decades, by paying greater attention to nitty gritty detail and by promising less, it has grown more reliable and accu-rate." The emphasis these days is

The emphasis these days is its new bigh tecto machine on research as a learning pro-therefore required a major shift cess rather than a testing pro-in image—hence the use of a cedure, says Judie Lannon, silver vehicle (to suggest en-greative research chief of J. gineering) formal diagrams and Walter Thompson. There are no research techniques, she Again with gas cookers, says, capable of predicting marketplace success—success-ter the combined when the diagnines and when the combined when the company of the combined the megatively

Imperfect, but essential

How then is research used in advertising practice? In the UK there's a bias towards " pretesting " material before the ad tapes of the storytine or without considerable research. animatics "- mock-up commercials-in larget group dis-cussions) rather than the know who you're talking to and U.S. favoured day-after recall what you want to say to them)

choice of design. The agency avocado) stressed its differ-therefore focused on those ence with the line "yes, we very angles in an effort to add have no bananas" only to disvalue to the existing reputation tcontrollability and the helief that top cooks prefer gss). Al cover that consumers saw this as a lame apology. Those examples are from the JWT memory bank. David best, every campaign will move the consumer along a little, says Arleit. At the same time, the advertiser knows how he or she will respond. The images of both Ford and gas were consequently altered by such approaches: this was unlikely

silence, and parents complained about the traching of bad hahijs. But recognising that the problem lay in the mon-ster's behaviour rather than the monster itself, he was changed monster liser, ne was changed into the clumsy, playfut favourite we know today. Originally Arkwricht, the doha Smith Yorkshire Bitter charac-fer, was based on Andy Capp. but when researched, he was perceived as rather "down and subsequently into the put philosopher, he has, of course, become the cornerstone of one of the most lauded campaigns of the day.

EDITED BY CHRISTOPHER LORENZ

Where research runs thto trouble, say the creative people, can be in the precreative lesting of complex and novel concepts. Since people by nature are conservative, if you show them an ad which attempts to break new ground they will compare it with what they know and respond, as they know and respond, as they did with Heineken, with "it isn't like a beer ad." There's a danger, Frink Lowe believes, of "research becoming increasingly dominant, which can result in advertising lacking flair, There ts a danger of writing ads for research." Don Arleit shares his concern, "I would like to

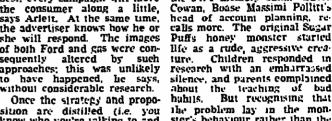
There was the corned beef ad see less research being done which drew comparisons with at this critical stage where real beef but as this wasn't ble fragile ideas or ideas that way consumers viewed the pro- perhaps have a greater cmotional content are often los and where the more pedantic, logical, structured solutions have a greater likelihood of sons: or the nationalisation of logical, s clearing banks debate when an have a g ad expounding one side of the surviving." argument was seen as suggest. At wors

At worst, pre-testing can become an end in ltself. One director recalls client Procter and Gawhie demanding to know the motive of each frame of the storyboard, regardless of its individual weight in the final execution. Perhaps that's what's meant by rescarching the creativity out of a campaign.

Feona McEwan

This advertisement is published by Morgan Grenfet & Co. Limited on behalf of Dixons Group pic

To Currys Shareholders



BACK TO THE OLD DRAWING BOARD-OUR RESEARCH DEPARTMENT LOVES IT!



tracking the concept can again be put to technique, though studies are widely used for moniloring UK campaigns the "test" most often in the form of narrative lapes or animatics to see if people are moniloring UK during their run. campaigns responding in the desired way.

Few would dispute the merits Quite often they aren't. of initial investigative research, the information gathering proat, which helps pin-point lhe target group of an ad and gives the creative team a sharper duct it only succeeded in making detrimental comparifocus to aim for.

1StaRy

Arlett Illustrates this. Initial research showed that the Ford motor company was generally viewed as the archetypal mass producer of cars. Promoting Its new bigh tecb machine therefore required a major shift in image—hence the use of a silver vehicle (to suggest en-gineering) formal diagrams and carious congline. ing there was something to hide so both sides had to be given; or the soya product which sold itself on the concept of "food from plants" only to find consumers couldn't care less about

that-they were interested rather in what it tasted like; or the pure and natural shampoo which in the days of fruity ful products are the combina- when it came to cleanliness and addilives (like peach nut,

Look how you gain by accepting **Final Offer**

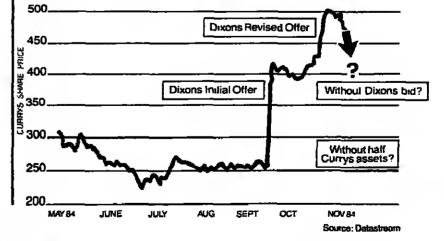
Dixons Offer-100% gain



Accept now for dynamic future growth INCREASE IN PROFIT BEFORE TAX

LAST TWELVE MONTHS 60 Dixons Profits +55% Currys Profits +161/2% Iwelve months ended 10th November 1994 as stated in the increased other occurren-. Figures for Currys for the twelve months ended 24th October 1034, adjusted for 55AP2 rs dated 1 61 November 1984, increases calculated over the comparable periods to

What will happen to Currys share price if you fail to accept Dixons offer?



Dixons are offering you

- Increase in capital value of over 105% A premium of 25% over the latest asset value.*
- An outstanding retail record of sales growth, profit growth and market share gains.
- A continuing stake in Currys but with the benefit of Dixons highly skilled management.
- An opportunity to participate in one of the most dynamic retail groups of the future.

Currys proposals

A weak management led into asset stripping - over £90m cash to be paid out of the group - Inland Revenue the biggest individual beneficiary Half the assets, increased rents, increased interest costs, higher risk Major investments in a wide range of untested retail formats - all simultaneously! ■ 46% fall in interim trading profits (July 1984) raises major credibility gap on profit forecasts.

Accept Dixons Offer NOW!

don Currys pu ince sheet at 25th January 1994, adjusted clude properties at the valuation of £134.4 on given in the Currys document of

Acceptances should be received by 3.00pm on FRIDAY 23rd November 1984

The directors of Discos Group pic (including those who have delegated detailed supervision of this advertisement) have taken all reasonable care to ensure that the tacks stated and the opinions expressed herein are fair and accurate and each of the directors accepts responsibility accordingly.

22nd November 1984

JOBS COLUMN

Time to question bankers' big differentials

Type of job-applicant

BY MICHAEL DIXON

19 Data processing manager

22 Senior lending officer

20 Adviser on banking procedure

21 Bond marketing/sales assistant

23 Credit department manager

Average

salary

Jan. Aug. 1984 £

72,500

49,500

46,333

44,112

43,695

41,112

41,022

40.000

38.666

36,955

35,000

34,886

32,665

31,223

31,113

28,337

28,124

Rank-

ing

IF THE poet Keats had worked on the Jobs Column he would have lengthened the first line of his ode "To Autumn" so that it read: "Season of mists and mellow fruitfulness and execu-tive salary surveys." Batches of pay indicators have been coming in, and I've been quoting from them, every 10 days on average since the start of October.

10

Today we come to what is probably the last of the autumnal crop: the latest indicators of salaries of London bank staff, compiled by the Jonathan Wren recruitment consultancy (170 Bisbopsgate, London EC2M 4LX; telephone 01-623 1266).

But before saying more about the Wren figures, 1'd like to take readers back to the findings of another survey I reported earlier in the season. It was the Remuneration Economics study of the pay of engineers in Britain, summarised in this column on October 25, which was compiled in July. It there-18 Bond dealer fore fell in the same period, Fehruary to August, covered hy Wren's London banking survey.

The engineers' study showed that engineering managers ranked immediately below director level had an average ranked salary of £19,101 a year.

With that figure in mind we'll over 25 of th now turn to Wren's findings on ties carry the highest paid London bank above the staff, who also are mostly if not Economics fig totally ranked below director engineering

Type of job-applicant ing I Bond issue manager 2 General manager 3 Senior leasing manager, big tickets 4 Foreign exchange/money manager 5 Bond marketing/sales executive 6 Chief foreign exchange detter 7 Senior leasing manager, small tickets 8 Loan manager 9 Export and trade finance executive 10 Assistant general manager 11 Syndications manager 12 Senior investment manager 13 Senior corporate finance executive 14 Project finance manager 15 Branch manager 16 Leasing marketing, big tickets 17 Financial controller

level, as summarised in the accompanying table. It shows that no fewer than 36 different kinds of the bank

staff have an average salary higher than the £19,101 of the engineering managers. More-over 25 of those banking activities carry average salaries above the Remuneration Economics figure of £24,606 for directors

24 Company secretary 25 Chief accountant 26 Assistant branch manager 27 Senior FX/deposit dealer 28 Operations manager 29 Systems analyst 30 Corporate finance executive 31 Project finance executive 31,912 32 Treasury/cash management consultant 33 Leasing marketing, small tickets 34 Chief auditor 35 Personnel manager 36 Leasing administration, big tickets Here it must be said that comparisons between the two surveys need to be viewed with

caution because their figures are collected in different ways. For the engineering study the pay information is contributed by companies and relates to staff in their employ. The banking figures in the table table tables figures in the table represent whose prospects, if we are to the average salaries of people believe most political and other actively seeking a new job, pundits, depend beavily on an

20.624 19.865 having applied for a post through the Wren consultancy. Even so, there would seem to be evidence of a wide discreparcy between the rewards of banking and engineering work sufficient to raise the question whether such a difference can be good for a country

Average

Jan-Aug 1984

28.000

27.896

26,414

26,313

26,012

25,975

25.334

24.111

23.885

22.831

22.636

21.672

21.337

21,112

21.066

20,665

£

industrial revival. While manu- £20,000 plus share in profits. facturing progress is only part Inquiries to Dudley Edmund facturing progress is only part of what is needed, it seems at 4 London Wall Buildings, Blomfield Street, London EC2M 5NT; tel. 01-583 8161. likely that service industry developments will need to be based on widgets and systems Hong Kong

which in turn depend on an increased supply of creative as well as highly skilled engineers. AT A TIME when the main

Another apt question might be: who in the end pays for the higher-ranked bankers' opulent salaries, not to mention their direction of travel seems to be away from Hong Kong, the Hill and Knowiton public relations and Knowlton public relations group wants to send someone there as manager of its expand-ing business in the region. The essentials of the job are ability and versatility as a writer and demonstrable mana-gerial skills, preferably enriched with understanding of high technology and hasic knowledge of the world of finance. The salary indicator is \$25,000-£30,000 subject to 17 per cent income tax, and expatriate perks including free accommo-dation. Inquiries to John Hinton, enviably generous perks withal? How much of them, for instance, is extracted from the banks' customers in industry?

Recruiter

THE TABLE'S figures are good news of course to middle-men recruitment consultancies specialising in banking and other parts of the financial sector, which on filling a job charge a proportion—usually a third—of the recruit's first-year Inquiries to John Hinton, head of the group's interna-tional division, 43-45 Portman Square, London W1H 9FG; tel. 01-486 9021, telex 264100 Hilnol salary. One such consultancy, the Roger Parker Organisation, is seeking someone to expand its range of activities.

Candidates must be skilled recruiters and have success in business-getting as well as specialist knowledge of at least one of the stockbroking, com-modities or accountancy field. Fluency in foreign languages would be a help, as would a professional qualification or the like. A SKILLED management trainer with experience as a line manager is wanted by Suzame Wardall, marketing director of Oyez Training (6 The Broadway, London SE6 4SP: 01-980 9931) to belp in providing training in 400 UK companies, £15,000 plus car. A

G.

Trainer

SKILLED management

Basic salary probably £15,000-

Financial Times Thursday November 22 1984

Young Accountants Marketing Career Attractive Salary Package

Our client is a successful and enterprising British plc. As part of a strategic development programme they are seeking to strengthen their operations in London and the Home Counties.

Candidates either from an industrial or professional background, will possess a high level of self motivation and commercial awareness, strengthened by the ability to utilise their professional expertise in a high profile marketing environment. Age indicator: up to 30.

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Interested applicants should contact Tony Martin on 01-405 0442 or write to him enclosing a comprehensive c.v. at 31 Southampton Row, London WCIB 5HY, quoting ref. L1043.

> Michael Page Partnership International Recruitment Consultants London New York Bristol Birmingham Manchester Leeds Glasgow

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As a result of promotions there are appartunities to join the interactional audit group of a presitigious U.S. com-mercial bank, ideal candidates will have gained three or four years varied banking experience mainly from on operational background. To have also covered some aspects of audit work will be a distinct advan-tage. These positions will sulf single people, probably in their mid to late twenties, who are prepared to travel on a worldwide basis, up to 90% of the time, After suc-cessful completion of your four of duty, losting between two and four years, you can be assured of promotion to two and four years, you can be assured of promotion to a senior post within the banks international network. Salaries are negotiable according to age and ex-perience, but are unlikely to exceed £15,000 p.a.

Please contact David Little

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ACCOUNT OFFICER

A well respected European Bank has a vacancy for an Account Officer/Marketing Executive to both maintain and develop the banks substantial U.K. corporate business. Suitable candidates up to age 35 years, will be graduate bankers with working knowledge of a se-cond European longuage. Salory is negotiable accor-iding to age and experience and will reflect the impor-tance the bank places on this senior position.

Please contact John Webster

Expanded London Operation Australian **Investment House**

Our Client is one of Australia's leading investment houses. They operate across a wide range of activities including share broking, market making, corporate finance, commodities, property etc. They are committed to a policy of independence and to development across an international basis - In today's climate this is likely to mean movement into new markets by acquisition and by lateral movement. London is regarded as a key area in their expansion plans and they currently seek:

Head of Institutional Department

A man/woman, preferably of Partner level, to expand and ultimately head up their London Sales Desk. There is also a possibility that in due course the person appointed will become the London Resident Partner. Probably aged 30/37, possibly considerable older. Partner-type remuneration.

Institutional Sales

A broking/market making role concentrating initially on Australian equities which will appeal to a man or woman who is trustrated by current developments within

CONSUMER ELECTRONIC BANKING

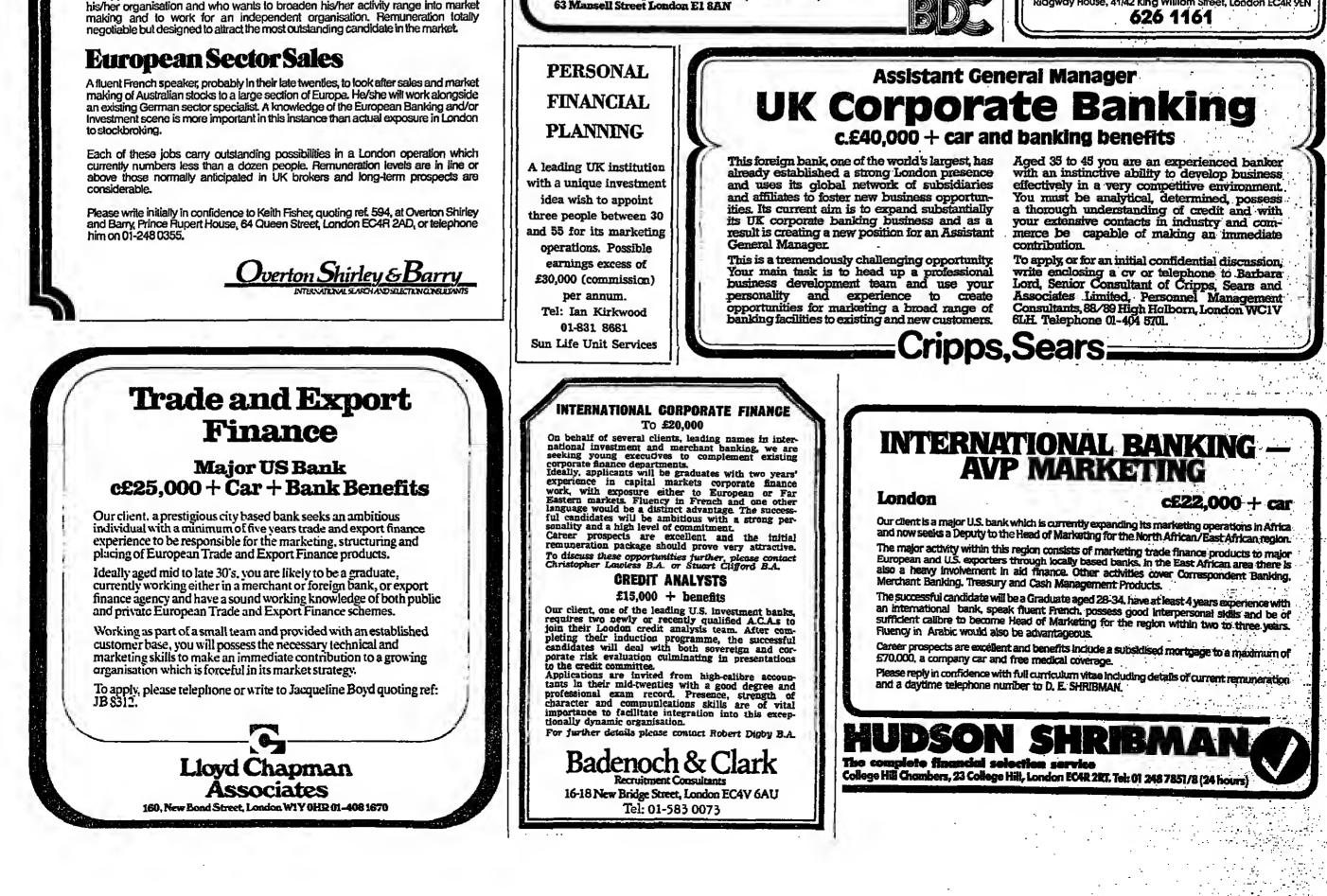
Business Development with the World Market Leader

Visa International provides the world's largest and fastest growing electronic payment system to its 15,000 member banks. It leads the state-of-the-art with the recent introduction of the first VISA global payment device for exclusive use in electronic terminals at point of sale and banking. Its range of services includes credit, debit and charge cards, and travellers cheques whose sales are the second largest in the world. You would be the Executive responsible for business development in the UK and

Scandinavia. Your task would be to develop the use of the full range of Visa's services with existing member banks and recruit new banks and other eligible financial services organisations. You would need to develop strategies for each country and as a member of a small executive team in London you would have considerable independence. Contacts with banks would be at a senior level.

You need not come from banking, but you must bring experience of a sophisticated consumer payment system and you must be confident of your ability to sell at a senior level. Age late 20's to early 30's. An appropriate salary will be offered with a car and other benefits including the payment of relocation costs. Your name will not be released until we have briefed you and you have given your consent. Please write to me, Terence Hart Dyke, Consultant to the Company.

Business Development Consultants (International) Ltd



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London

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Qualified accountants with good practical experience of the industry will find substantial rewards in a highly professional and challenging environment.

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Cripps,Sears

Aged mid-20's you will have two years' experience progressive in outlook and expanding; it now seeks in capital markets either selling or trading. You will in capital markets entrer setting or tracing, for win have handled US dollar bonds as well as Canadian dollar, ECU and DM paper. You are outgoing, assertive and presentable and capable of helping to run a busy desk. You are probably with a prime

to appoint an experienced salesperson to reinforce the strong sales team and to play an active part in the substantial development of the department.

douclas

V& Mon

LLAMBIAS

A good negotiable salary is offered which together with normal banking benefits and positive career issuing house or a European or Japanese Institution. With this background you are now looking to capitalise on your experience. This international security house is already prominent in its sector, leading, co-leading and underwriting numerous issues. The company is

DIRECTION If your career is at a dead end and you are considering a change of direction this could be the opportunity you are looking for.

A CHANGE IN

Self-assured people with ability and business acumen are needed by our Cheam office to train for new careers in financial services (of which life assurance plays only a part). Exciting opportunities for personal success and career development are linked with excellent training and the pros-pect of a very high

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income.

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Major International Bank

Our Client, a substantial and expanding international bank headquartered in North America, seeks to appoint a senior F.X. Manager to take responsibility for the development of its North American foreign exchange trading activities.

This represents the senior foreign exchange trading position within the bank, and the appointed executive will contribute both to strategy formulation and implementation and participate in policy decision-making.

Candidates, probably in their mid 30's 40's, must possess a proven dealing expertise and experience at senior level in the running of a professional and active trading operation, with the personal stature to represent the bank at the highest levels

The appointment will carry the status of Assistant General Manager, with a salary and ininge benefits package, including full relocation costs, which will reflect fully the seniority of the position.

Contact Norman Philpot in confidence on 01-248 3812

Recruitment Services Ltd 60 Cheapside - London EC2 - Telephone 01-248 3812 3 4 5

Management Consultants · Executive Search

Commodities **Senior Financial Accountant**

London

CJA

LONDON

 $c \notin 15.000 + car$

11

Our client is a major international commodity trading group, with numover in excess of £1 billion. A current period of expansion has necessitated the appointment of a high calibre financial executive to be based at the company's head office.

Reporting to the Group Chief Accountant this high profile role will encompass the provision of management and head office accounts together with the development of current systems, involving up to two months annual travel overseas. In addition, the successful candidate will be expected to participate in a variety of ad hoc assignments and special projects pertaining to proposed acquisition plans.

Applicants probably in their late 20's, will be graduate Chartered Accountants preferably from a large firm background with between 1 and 3 years post qualitying experience. The ability to contribute on a broad front is essential as is practical compatibility with a demanding and expanding business environment.

Prospects for promotion within the group are excellent and the salary package is accompanied by first class benefits. Interested applicants should telephone Hugh Everard on 01-242 0965 or write to him, enclosing a comprehensive curriculum vitae, at 31 Southampton Row, London W/CIB 5HY, quoting ref. L1039.



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Laing and, Cruickshank's building research is supported by specialist and general selling and has given the firm a strong position in the sector. The appointment is intended to strengthen the team to ensure that Laing and Cruickshank maintains its position in the changing market conditions.

Unilever Superannuation Fund

Pensions Administration Manager

An Administration Menager is required to join the management team in the Central Pensions Department based at the company's Blackfrians, London neadquarters.

The successful applicant will be an experienced pensions administrator (male or female) with a relevant professional qualification or membership of the Pensions Management Institute. Both management and communication skills should be well developed together with an In-depth

Ideally, applicants should have at least two years' general analytical experience, gained either io hroking or fund management, during which time he or she will have demonstrated an ability to communicate ideas in writing. Applicants should he under 30, with a degree or professional qualification. Salary is by negotiation. Salary is by negotiation. Please apply in writing to:

F. Wellings, Laing & Cruickshank Plercy House, 7, Copthall Avenue, London EC2R 7BE

253	knowledge of SFO and OPB regulati	ons.
	It is unlikely that the successful applic earning less than £14,000 per annur to 35. Fringe benefits normally asso- company would apply.	m. Preferred age 30 cisted with a major
	Applications giving details of backgr experience to:	ound and
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Our clients operate in executive search in £30,000-£100,000+ salary bracket. Applications are invited from candidates, aged 28-35, with a good university degree or equivalent, who have acquired at least 5 years' practical successful management experience in sales or marketing, and 2 years or more profit responsibility. The successful candidate will work closely with, and report to a Partner. Responsibilities will cover the preparation of job specifications, preparing and implementine a search plant a substantial proportion of time will be spent on client development. An excellent back-up team exists and a full training will be provided. A high level of tenacity, Intelligence and attention to detail are key requirements. Initial remuneration negotiable, £20,000 + Car, contributory pension, free life assurance, free family BUPA, permanent disability assurance, assistance with removal expenses if necessary. Applications in strict confidence under reference SEE54297/FT, to the Managing Director:

CAMPBELL-JOHNSTON ASSOCIATES (MANAGEMENT RECRUITMENT CONSULTANTS) LIMITED, 15 NEW BROAD STREET, LONDON EC2M INH. TELEPHONE: 01-588 3568 or 01-588 3576. TELEX: 887374. FAX: 01-638 9216.

* Please only contact us if you are applying for the above position.

Executive **Appointments**

from £17,000 to £70,000 p.a.

Are you seeking a new job? If so, we can help you. We assess your marketability, ideotify career objectives, design a marketing plan, and work with you to obtain your cext top job.

With our unrivalled technological information systems and the widest network of contacts in Europe we also help identify unadvertised vacancies.

We have the most successful record in our field. That is why top executives use our services - that is why only we offer a success-related fee structure. An initial meeting is free. Contact us today.

Connaught Executive Management Services Ltd,

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Finance Manager

North Yorks

FX SPOT TRADER

Major European Bank

requires experienced

trader to establish

and develop its London

spot dealing operation.

Ideally the candidate

should be in his

mid-twenties with three

to four years in similar

position.

Salary commensurate

with experieoce.

Excellent fringe benefits.

Write Box A8817

Financial Times

10 Cannon Street London EC4P 4BY

c £20,000 plus car & incentive

Our client, who manufactures and markats a range of fast moving consumer goods into the current dynamic retail scene, has ambitious plans for growth and the necessary resources to finance expansion

To strengthen the existing senior management team, we are seeking a qualified Financial Managar in his/her early thirties who is looking for involvement in business management. Manufacturing axperience is essential. Candidates should also be capable of participating effectively in a market led business and possess a persuasive and assertiva personality. Benefits include relocation to an

attractive part of the country. In the first instance, applicants should apply in writing with full c.v., quoting Ref No. BWA/237 to: H. Warr, Bryant Warr & Associates,

21 Albion Street, Manchester M1 5LN. All applications will be treated in the

strictest confidence. Please list on a separate sheet any companies to whom you do not wish your application to be forwarded.

Financial Weekly

Britain's newsiest and most widely read weekly business publication needs a new City Editor.

This is an important appointment. The successful candidate will have several years' experience as a City reporter, including a stint in a relatively senior position. He or she will be managing a five-member team of writers and will be expected to contribute to the maintenance of Financial Weekly's position at the top of the share recommendation league. A fund of bright ide as about how our

City reporting can be improved and

development will be invaluable and a profound understanding of the changes taking place in the Square Mile will be essential

£20,000-£26,000

Salary will be commensurate with experience.

Please apply to the editor, Tom Lloyd, including cv and a few clippings, quoting ref: 58 at

Waterlow Publishers Ltd. Maxwell House, 74 Worship Street, London EC2A 2EN.

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U.K. MARKETING OFFICER to £23,000

Our clients, a major international bank in the City, require a self-starter with U.S. credit training and several years new business experience with large U.K. corporates. The preferred age is 27-35 and candidates will be at degree or ACA level. Please contact Patrick Freeman.

MARKETING OFFICER (LATIN AMERICA) to £23,000

An opportunity exists with an international bank for a high calibre candidate with experience of markering to corporate customers and financial institutions within Latin America. Aged 27-34 the successful candidate will have a proven track record and fluency in either French or Spanish.

Please contact Patrick Freeman.

CREDIT ANALYSTS from £10,000/£15,000

A number of vacancies exist for graduates, aged 25-32 with several years in-depth experience, gained in banking, of analysing major company balance sheets. Applicants must display the potencial to progress within a highly pressurised environment and be able to maximise the excellent career opportunities available. Please contact Jill Backhouse.

Jonathan Wren & Co. Ltd, 170 Bishopsgate, London, EC2M 4LX, Tel: 01-623 1266.



GEC – Fund Manager c. £20,000 p.a.

GEC's pension schemes, with assets of some £900m, use internal and external Fund Managers. The internal Investment Department, based in Covent Garden, seeks a suitably qualified person to assist in managing UK equity funds of about £225m.

A high degree of individual authority and decision making is involved and the position is likely to suit the more experienced candidate. Applicants must be numerate with a degree or an appropriate professional qualification.

Please write with full CV to P. Olney, Investment Manager, GEC Pension Fund, 132 Long Acre, London WC2E 9AH. **58C** (01-836 3444).

LEADING U.S. INVESTMENT BANK INTERNATIONAL TRADERS

A prestigious firm with officet in the U.S.A., London and Far East, actively trading all international Equity instruments, seeks aggressive young people to join the Trading Department. The successful applicants, male or female, will have 2-3 years experience in this area with a proven record and ability to work as part of an established team with this wide range of อกวย่นตร

Remunerstion package will be commensurate with experience and ability reflecting the responsibility of the position.

Please write to:

Bryant Warr SAssociates Ltd.

Box No. RTS6. c/o Extel Advertising Limited, Hazlitt House,

4 Bouverie Street, London EC4Y BAB.

AND SALESMEN

CRÉDIT AGRICOLE **Manager Operations** City

Credit Agricole has become one of the most successful banks in the world by meeting the requirements of its Agri-Business customers. The bank has recently established a London branch as part of a programme of international development and expansion.

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12

The appointee will take responsibility for settlements and banking operations, data processing, communications and administration. He or she will supervise 18 staff and report to the senior manager, operations, who also controls the financial and accounting function.

This excellent career development opportunity will appeal to candidates aged

Build Expertise in Swaps

Assistant

Manager

Capital Markets

Package from £13,000 + Benefits

Sowerby's Selection

BANKING SPECIALISTS for the worlds first perpetually real-time international banking system

The only thing to stand still is

c.£20,000 plus benefits

30-35 with a background in the operations department of a reputable bank and proven management skills. Sound experience of computerised systems is essential. Salary is negotiable and benefits will include a car and subsidised mortgage.

Please write in confidence, enclosing career details and quoting reference 5312/L, to N.P. Halsey, Executive Selection Division, Peat, Marwick, Mitchell & Co., 165 Queen Victoria Street, Blackfriars, London EC4V 3PD.

The City-based UK subsidiary of a well-known international Finance and Investment Organisation continues to expand rapidly and a new requirement has just been identified for an ASSISTANT MANAGER to be attached to the Swap Department. Reporting to the Associate Director - Capital Markets, your fundamental responsibilities will be to primarily provide support on Swap business, but also use your ability to assist in new product development, including merger and acquisition opportunities. Aged in your early/mid-twenties, you must have spent at least one year with a Marchant Bank's Syndications/Corporate Finance

year with a Merchant Bank's Syndications/Corporate Finance

year wint a Merchant Bank's Synthethols Corporator mantee Department or an equivalent financial institution which has had dealings in the Capital Markets area. Confident, alert and team-orientated you will welcome this opportunity to join a new and enthusiastic Department in its very early stages of development. The salary package is negotiable, as indicated and other normal banking benefits include Pension/Life Assurance, Private Health Schome Menting a Swhich Research Loss facility and

Scheme, Mortgage Subsidy, Personal Loan facility, etc. If you feel you have the relevant experience my client seeks, then ring or preferably write (in total confidence) to me, Richard J. Sowerby, Sowerby's (Selection) Ltd., 500 Chesham House, 150 Regent Street, London W1R 5FA. Tel: 01-439 6288.

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UK CORPORATE FINANCE

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ORION ROYAL BANK LIMITED, a leading international investment bank is seeking to expand its corporate finance activity on behalf of UK clients.

A high callbre, dynamic graduate who is Director potential is required and who is today a member in the UK corporate finance team of a leading Accepting House. The successful candidate will be aged 30-36 and will have 3-5 years' experience marketing capital markets and/or corporate finance products.

An attractive remuneration package will reflect the importance of this responsibility with advancement possibilities to senior management level.

Please telephone or write in confidence to Derek Blacker, Personnel Director, ORION ROYAL BANKLTD., 1 London Wall, EC2Y 5JX. Telephone: 01-800 6222.

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> L.I.F.F.E. DEALER Young qualified trader. required for active brokers. Excellent salary, and career prospects for

> the right applicant. Please write in confidence to Box No. A8821 Financial Times, 10 Cannon Street, London EC4P 4BY

APPOINTMENT ADVERTISING Rate £34.50 per

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Accounting Manager **Merchant Bank**

c.£20,000 + car City

Our client is a leading London based Merchant. Bank which provides a comprehensive range of financial services for corporate clients worldwide. The bank offers a challenging management role to a young high calibre accountant.

Reporting directly to the Chief Accountant, the successful candidate will manage a staff of 14 persons in the Accounts department. Responsibilities will include management and statutory

THE BALLER CE anning c.£20,000 + car

Financial Times Thursday November 22 1984

Datapoint is one of the greatest innovators in office automation, having pioneered the world's first local area network — ARC° — as early as 1977. Today, over one third of the Corporation's \$ half billion revenues a earned outside the US by the International Division.

Datapoint Europe is a compact, professional Division providing financial and commercial services to the European Subsidiaries. This post is responsible to the European Operations Controller for coordinating and supporting the work of planning managers in 7 countries across Scandinavia and the Continent, and will involve up to 30% travel.

Will involve up to 50% travel. 'The job facilitates accurate, sophisticated short- and long-term planning and forecasting through the analysis, review and interpretation of financial performance and results and the development of standard computerised planning models. It demands an active energetic approach to reporting, and the ability to discern trends and isolate planning options in this competitive, high-technology European arena. Candidates will have at least 4 years' financial planning

and analysis experience in a marketing environment, preferably with a computer company. A business degree would be an ideal indicator of the Intellectual calibre and acumen required. Age is less important th calibre and acumen required. Age is less important than the maturity and authority to carry weight with your peers; languages would be an advantage. Experience in the use of computerised planning tools is a definite plus. Salary is negotiable between £17-21,000, plus car, good benefits package, and excellent prospects of promotion in the UK; Europe or the US.

Please send full career details to Gary Lundin, SeniorProfessional Recruiter Datapoint Europe Ltd, St. Catherine's House, 2 Hanworth Road, Feltham, Middlesex TW1 3 SBA.

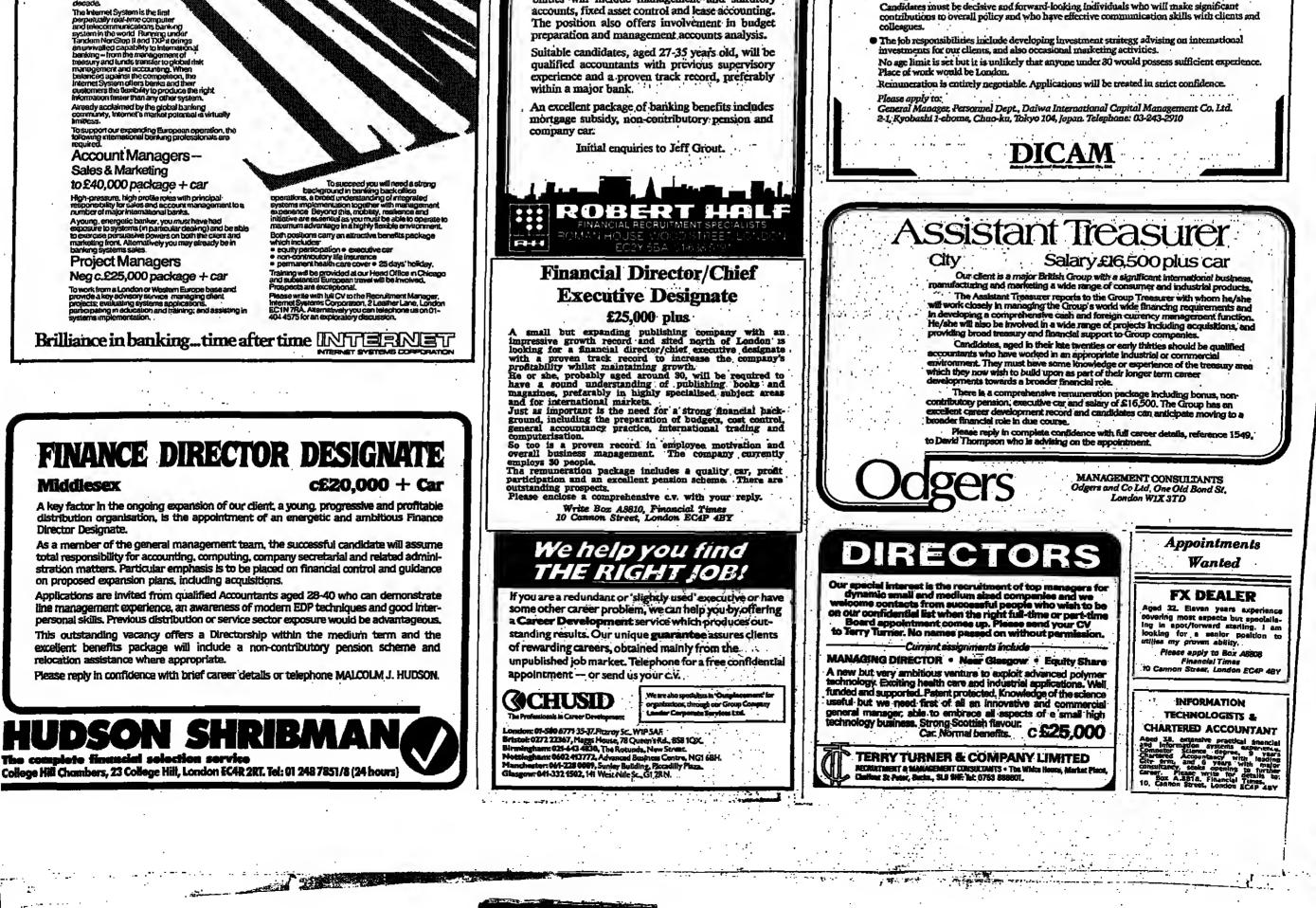


International Portfolio

Manager Daiwa International Capital Management Co. Ltd. is one of the most successful and largest investment management organisations in Japan, and is a member of Daiwa Securities Group. We anticipate continued substantial growth of funds under management, both domestic and memationally diversified.

Candidates must have well-established experience and an already successful career in Fund Management especially in internationally diversified equity portfolio.

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Accountancy Appointments

Exceptional development opportunity **Young Financial Manager**

Thames Valley mid-20s c.£20,000

Mars Confectionery has a record of profitable growth which has made it the leading manufacturer in the UK's biggest packaged-goods market. A key factor in maintoining this impressive commercial success continues to be the eness of our financial management and controls.

Following internal promotions, this challenging opportunity has arisen for an outstanding young accountant to join our highly professional team. Initially, responsibilities will include the management of a small group engaged in financial accounting, but the ability to contribute to the compony's overall financial management is also at key importance: you must therefore be capable of expanding the horizons of your role, influencing the business, and gaining acceptance for your ideas.

A qualified accountant in your mid-20s with a good degree, you will already be able to demonstrate an impressive record of achievement — gained either in industry, or in the profession — and you are now looking to broaden your experience in a fast-moving business environment.

We are one of the leading international commercial banks.

traded securities. We wish to appoint a (m/f)

In our Financial Division.

First year earnings of around \$20,000 (in a range rising to \$27,000) will be backed by a comprehensive non-

227,000 will be backed by a comprenensive non-contributory benefits package including relocation assistance if appropriate. Success in this stimulating role will lead to excellent prospects for further career advancement — not necessarily restricted to financial management — within Mars Confectionery or other Mars Group companies in the UK or overseas.

Please ring or write for an application form to Rob Sawyer, Mars Confectionery, Dundee Road, Slough, Berkshire SL1 4JX. Tel: Slough (0753) 23932, ext. 4645.



Financial Executive $c \neq 20,000 + car$

East Anglia

Our client is a major subsidiary of a US owned company specialising in the manufacture and distribution of electronic products. A commercially orientated manager is currently sought to assume the role of Financial Executive and Company Secretary with immediate enect.

The position carries full responsibility for innancial management of the company and will include development and enhancement of the EDP function.

The successful candidate, aged 32-45, will be a Chattered Accountant with an assertive personality and proven technical expertise, ideally gained in a manufacturing environment. Previous exposure to international accounting procedures, US reporting requirements and computer systems development is essential.

The ability to contribute in the broadest sense to corporate development and a high standard of professionalism will be substantially rewarded both in terms of remuneration and career fulfilment. Relocation expenses will be reimbursed where applicable.

Interested applicants should write to Nigel Bates FCA, Executive Division, enclosing a comprehensive curriculum vitae, quoting ref. 178, at 31 Southampton Row, London WC1B5HY.

> Michael Page Partnership International Recruitment Consultants London New Jork Bristol Birmingham Manchester Leeds Glasgow

CRÉDIT AGRICOLE Manager-Accounting and Reporting

City

Credit Agricole has become one of the most successful banks in the world by meeting the requirements of its Agri-Business customers. The bank has recently established a Londoo branch as part of a programme of international development and expansion and now wishes to appoint a Manager. Accounting and Reporting.

The appointee will take responsibility for management reportiog, taxation, financial planning, financial analysis and systems and control procedures. With an initial staff complement of five, he or she will report to the Seniot Managet, Operations.

This opportunity will appeal to a chartered accountant, aged 25-28, who has already gained some banking experience either within

c.£15-17.000+benefits the profession or within a reputable financial institution and is now keen to expand his or her

13

responsibilities. Salary is negotiable and henefits will include a subsidised mongage.

Please write in confidence, enclosing career details and quoting reference 5312-2-L, to Valerie Fairbank, Executive Selection Division, Peat, Marwick, Mitchell & Co., 165 Queen Victoria Street, Blackfriars, London EC41' 3PD,

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PEAT MARWICK

FINANCIAL MANAGER

Our Management Information and Profitability Analysis Department seeks a qualified Cost Accountant. The successful candidate will be responsible for the development and evaluation of a standard costing system, the review and analysis of potential changes in pricing, service mix and profitability, project analysis and the Improve-ment of reporting in these areas.

Candidates, in their late twenties or early thirties with appropriate professional qualifications (ACMA, etc.) and at least 3 years practical experience in a costing position in a large international organization (preferably a banking or other financial institution) are sought. They should be fluent in English (oral and written). Knowledge of French and Dutch will be considered an asset.

International Appointments

In Brussels, in addition to our normal banking activities, we operate the Euro-clear System, the world's largest clearing system for Eurobonds and internationally

COST ACCOUNTANT

Our Integrated Accounting Department seeks a qualified accountant to act as a Financial Manager. The successful candidate will be responsible for the supervision of the external financial reporting (US and Belgian), the documentation of accoun-

· the budgetary process, and financial and management reporting · cash management internal procedures

· assisting operations management in all aspects of management

Regional

Financial Controller

BAHAMAS PRINCESS HOTELS

\$42,000 p.a. (tax free)

+ Bonus and accommodation

The Bahamas Princess Hotels are part of Princess

Properties International, a subsidiary of Lonrho Plc.

The Princess Hotels operation in the Bahamas consists

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The Regional Financial Controller, with a staff of 30,

is responsible for all financial aspects of the operation,

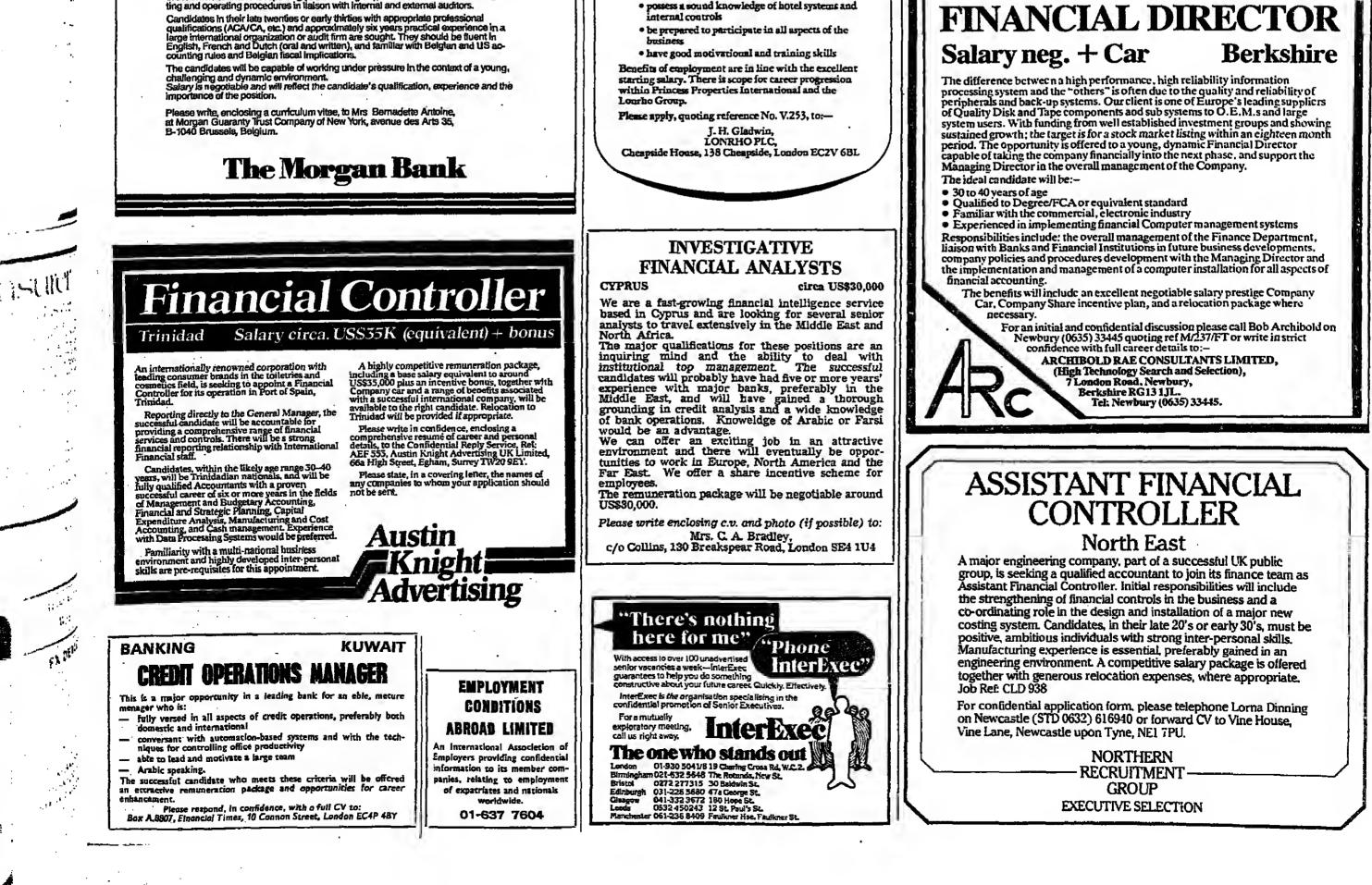
Candidates must

including,

and a Real Estate business.

- · have been a controller of a large hotel or a regional controller for a number of botels
- . have the necessary professional experience and

 - be, preferably, chartered accountants



Financial Times Thursday November 22 1984 Accountancy Appointments FINANCIAL CONTROLLER Financial **Chief Accountant** from £26,000+car **Central London** Applications are invited from graduate Chartered Accountants, ideally aged 32/40, who have experience of investigations, operational audit and the **International Banking** development of reporting systems in a multinational commercial environment. Post qualification experience of international audit within a major public practice or management consultancy would be advantageous. £20,000+ negotiable You will be joining the Head Office of a major trade organisation represented throughout the world and having an annual budget of £70m.

A German bank is seeking a young Chartered

Accountant with a sound knowledge of bank

accounting, gained either in the profession or

information systems of its expanding London

responsibility will be undertaken for a number

of special projects, offering interest and challenge to the right candidate.

with an international bank, to develop and

manage the computerised accounting and

Your initial role will be to review all existing information systems and management procedures with a view to their improvement. It is envisaged that this will necessitate extensive overseas travel in the first six months before confirmation to the post of Controller on retirement of the present incumbent. Your brief then will be to assume total responsibility for all finance matters, having a department of fifteen staff.

14

Please telephone for application form or write briefly quoting ref LG 1060 to Nicolas Mabin BA (Hons).



branch. This key position requires the ability to motivate staff and qualities of enthusiasm and initiative. The appointee will either be able to use German as a working language, or be required to rapidly develop this capacity. In addition to regular reporting procedures,

BORED ACCOUNTANTS?

Move to a new and challenging career with our clients a major internationalbank. They have installed a major new computer system, backing-up the state of the art software, for a matrix based management accounting system. This configuration places them at the forefront of management accounting technology, a position which they intend to maintain and enhance.

In order to implement the next stage they are seeking to recruit high calibre young qualified accountants who have the necessary personal drive and ability to succeed in a demanding international environment. Individuals who command respect, de-mand and can take responsibility, and interface well with line management in a hyperactive business environment.

The ideal candidates will have the following profiles:-MANAGERS: Graduate ACA's/ACMA's with 3/4 years PQ experience preferably gained in a Hi-Tech/Industrial company, with above average skills in management accounting. Salaries will range from £16,500-£19,000

Graduate ACA's who have qualified with a major city practice and perceive themselves rapidly moving to the ANALYSTS: above positions.

Salaries will be c£14.000

In addition to the salaries quoted a comprehensive benefit package of mortgage subsidy, NCPS, bonus, and profit share will be given to the persons appointed. Potential value £2,000 + .

Applicants should send their CV's in confidence to:-



Central London Oil Industry MARATHON Marathon Oil, a major international oil and gas corporation, is operator of the Brae field in the North Sea. As a result of the continuing growth of our activity in the UK, we are seeking a young man or woman to add to our London based audit group covering both UK corporate functions and North Sea projects. You will quickly become involved in audits of manual and computer

The remuneration package for the position is

fully negotiable to attract candidates with the

Please write in confidence, quoting reference

M. R. P. Blanckenhagen, Executive Sclection Division, Peat, Marwick, Mitchell & Co.,

5959/L enclosing career details and

illustrating your banking experience, to

165 Queen Vicioria Street, Blackfriars,

requisite experience.

London EC4V 3PD.

PEAT MARWICK

based systems as well as participating in reviews of vendor contracts to determine compliance with commercial terms and conditions. You should look forward to spending around 30 per cent of your time away from the

Auditor

office, travelling mainly within the UK. With further large scale North Sea developments underway, you will be joining the company at a time when leadership of audit projects can be achieved quickly.

Applicants must be graduates. At least two years' auditing experience would be an advantage. In addition to a competitive salary and benefits package, we offer the

opportunity to build a progressive career in our company, as the audit group is considered a development area for further functions.

For further details contact: David B. Payne, Recruitment Co-ordinator, Marathon International Petroleum (GB) Limited, 174 Marylebone Road, London NW1 5AT.

Setting the pace in the oil world.



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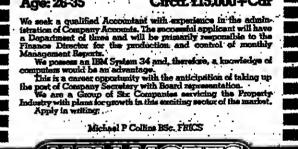
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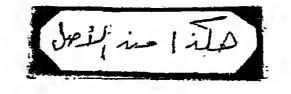
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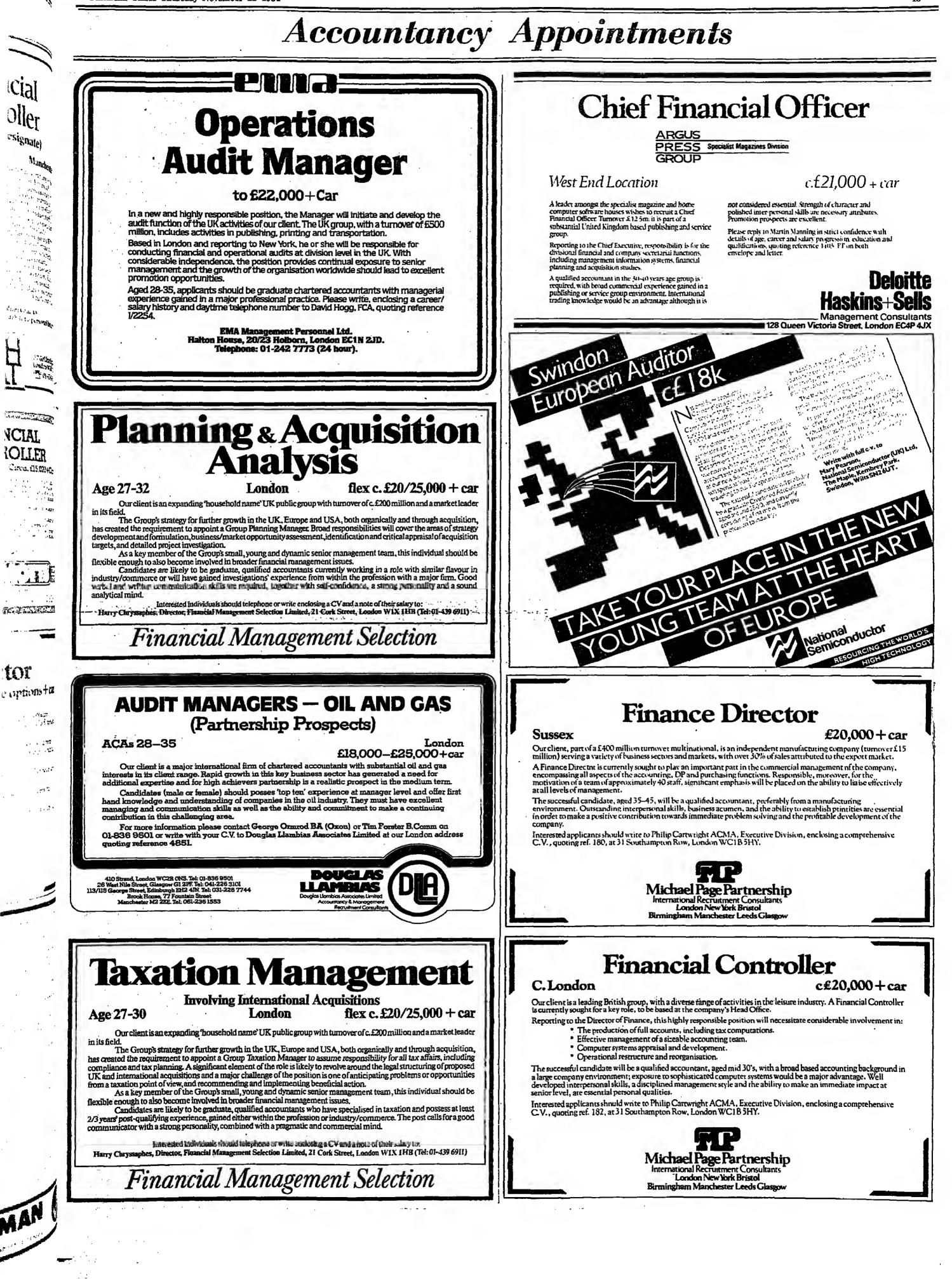


MILIMO

63/65 Goldhawk Road, London W12 8EH

Young Accounta	11U			nce Director c£40,000 + share options + ca
International Investment Bar	nk 📗	Our client is an internati Entering a new phase of is anticipated within the	onal group specialising in the di expansion and development, a r next two years.	stribution of hi-tech products and computer software. Innover of approximately £40m is projected and a flotation
C. £15,000 + Low Cost Mortgage Facility. Our client is the London based investment banking subsidiary of a major and highly European bank. The bank is a market leader in both the management, underwriting international securities and the arrangement of liability swap transactions and sym. Acting In direct support of the bank's management, the Accountant will review transprocedures primarily in an audit capacity. Reporting to the Chief Executive, he or shr with the Finance Director and as well as advising on operating systems and control accounting, trading and settlements areas, which will involve a significant proportion activities or the profitability of business products. The individual's exposure within the organisation and the continuing growth of the excellent opportunities for career development in either the finance function or oth bank. In their mid to late 20s, applicants should be recently qualified Chartered Accountar capable of working on their own with the minimum of direction. Please write, enclose history and day-time telephone number to David Hogg FCA, quoting reference l/22	y reputable ng and placing of ndicated loans. Insactions and ne will work closely functions in the on of the work, will ty of certain bank will provide her areas of the writs who are sing a career	is anticipated within the As a consequence a qual strategy. Working in clos establish strong links with In addition to sound tech to take a broad overview An exceptional remuner are possible.	next two years. ified accountant is sought to play se liaison with the Chairman, pa h financial institutions. unical ability, candidates will ha of the company. Age indicator is ration pakage will be offered and to Nigel Hopkins, FCA, enclose ondon WCIB 5HY. Michael Pag International Recru- London Ne	a major role in the formulation of the group's long term rticular emphasis will be placed on having the presence to ve the business acumen and entrepreneurial flair necessar
EMA Management Personnel Ltd. Halton House, 20/23 Holborn, London EC1N 2JD Telephone: 01-242 7773 (24 hour).		ACCOUNTANCY APPOINTMENTS Rate £34.50 per single column centimetre	COMPUTER AUDIT MANAGERS £17-25,000+Car London/Munchester	A major firm of Chartered Accountants seeks computer auditor 26-32 with large firm experience, to service a wide variety of wor fields of both audit support and client advisory services. Candidat strong technical and managerial ability are likely to attain parts within 3-4 years. REF: DES.
ccountancy () Personnel	GROUP ACCOUNTA		MANAGEMENT REPORTING To £22,000 Thames Valley	As Head of Management reporting within this substantial pro- group your prime objective will be to influence board decisions provision of timely and meaningful management informatio attractive appointment will appeal to qualified accountants ages who can demonstrate proven line skills and the ability to progress in a fast moving environment. REF. MJH.
CHIEF	Due to expansion of tra growing private compan	ading operations, a fast-	INVESTMENT BANKING c £16,000 City	Venture finance division of leading international bank offers outst career position to young qualified accountant. Genuinely demandir managing a small team, producing a variety of financial informat control purposes, major systems review, llaison with or subsidiaries etc. Sought after upportunity for ambitious individual thrive in a "City" environment. REF. PJG.
EXECUTIVE (ACCOUNTANCY SERVICES) MILTON KEYNES C£18,000	staff. Responsibilities will accounting and admin and consolidation of G	roup results (including	MANAGEMENT POTENTIAL c £15,000+car W. London	A high profile role specifically dasigned to facilitate the developm the successful candidate into senior management potential. Our o a leading consumer goods manufacturer and your brief will be to and advise on all aspects of the group's worldwide activities appointment is best suited to a recently qualified accountant. REF
ur client, a dynamic and rapidly expanding franchise operation involved in the provision of countancy services to commerce and industry, now seeks to recruit a fully qualified Accountant	with the Group Managin financial control of the	Group. nt will be a qualified	PROJECT ACCOUNTANT c £14,000 S. London	An excellent opportunity offering early promotion into a senior in Your Initial responsibility will be to oversee a major systems develop exercise encompassing all financial areas and utilising the latest techniques. Applications are invited from self-mativated communicative ACAs with the potential to develop general manage skills in a progressive commercial environment. REF. RSL.
assist the Managing Director in developing UK operations. volved in all aspects of the company's accounting procedures, including systems development. It company secretarial matters, you will be expected to make a valid contribution to the daily	and butterstant and a logitur		FINANCIAL FLAIR c £14,000	A broadly based role which will give the successful applicant opportunity to become fully involved in the controlling and monitor financial resources of this substantial multi-national. Ambition ability to make decisions and good interpersonal skills are ess
assist the Managing Director in developing UK operations. when all aspects of the company's accounting procedures, including systems development	accountant with at least Commercial experience demonstrated the ability ment at all levels of b fessional skills with the in today's business env	ty to deal with manage- pusiness combining pro- e practicality necessary	Middlesex	Ideally you will be a young accountant with some industrial expe





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Accountancy Appointments

TOUCHE ROSS & CO. MANAGEMENT CONSULTANTS If you're no ordinary accountant, we're offering no ordinary job.

If you're a qualified accountant, aged up to 38, with drive, ambition, intelligence, initiative and several years' commercial or industrial experience, we'd like you to consider being one of our management consultants.

You would be based in London and we'd pay you up to £26,000 plus a car. Perhaps more important, we'll, give you an outstanding opportunity to broaden your experience: with our training and the support you will get from more experienced colleagues you'll be surprised at the variety of work you can tackle.

We'll also give you an exceptional chance to progress further up the ladder. We believe we stand apart from most large firms in the openness of our structure and the speed with which we reward merit. The road to a partnership could be a lot shorter than you think.

However, before we tell you more, we'd like to know why you think you're special. So please write to Michael Hurton at the address below, including details of your career to date and your salary history, quoting reference 2224.

Touche Ross & Co. The Business Partners Hill House, 1 Little New Street, London EC-iA 3TR Telephone: 01-353 8011

Financial Controller to £22.000 + car

North West

Our client is a highly profitable £60m. turnover engineering subsidiary of a major UK group. They have grown dramatically in the recent past, organically and by acquisition, and it is envisaged that this trend will continue. They seek a Financial Controller who will be responsible for the finance and associated DP functions for the company's four divisions. The financial control of the diverse and technically complex product base will require a broad range of skills, including standard and contract costing, micro-based financial modelling, capital/investment appraisal, management and statutory accounting, etc., using sophisticated computer-based systems which require further development.

The successful candidate will be a qualified accountant, aged 35+, with an excellent track record of achievement to date in a technically demanding, heavy engineeting environment, coupled with the enthusiasm and communicative skills required to make a significant contribution to the financial management of the company. Although reporting to the Financial Director, candidates must have the ability to operate independently to achieve broad objectives.

Comprehensive relocation facilities are available where appropriate. Interested applicants should write to Alan Dickinson quoting ref. 6997, at Michael Page Partnership, Clarendon House, 81 Mosley Street, Manchester, M2 3LQ. Telephone 061 228 0396.



Corporate

Salary circa £25K plus bonus plus car · London

A recent realignment of responsibilities A knowledge of the contracting and engineering industries would be a created the opportunity to appoint a Corporate Auditor. Reporting to the Main Board Director responsible for Finance the successful candidate will commercial awareness, together with an considerable amount of travel both organised and disciplined management style. The ability to communicate and to identify alternative solutions to ptoblems is essential and in addition to three years, lead to opportunities either being qualified the person appointed will in Line or Financial Management. This problems is essential and in addition toalmost certainly have had some previous experience of the role, and in particular growing company in a new role and of auditing principles.

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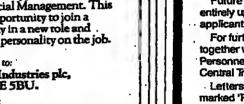
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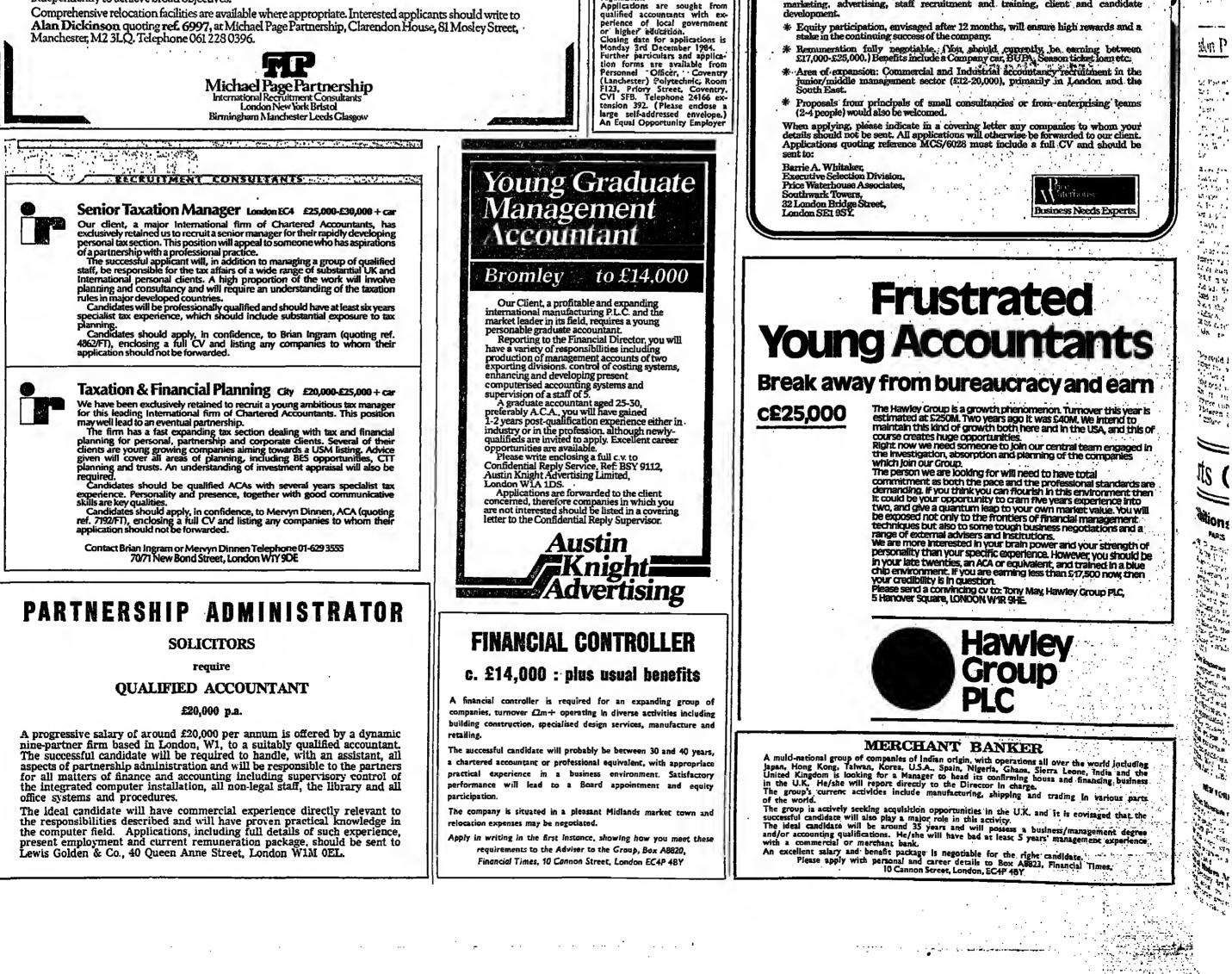
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Accountancy & Executive Recruitment London Projected earnings c.£30,000 + car

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THE ARTS

James Tissot, Barbican/Roy Strong Tissot—the melancholic teaser

the exhibition at the Barbican (until January 20) makes a persuasive case for us to view him as an infinitely more pro-found and complex artist, the fact of the matter is that his rising popularity has gone handin-hand with the cult of pre-1914 England. Superficially he provides us with the images that fulfil these needs exactly: women in marvellous pastel coloured evening dresses at a aolree or a ball on board ship, the eye led backwards through a serpentine of parasols, striped taffeta, beribboned bunnets and

fans. For the English, while the classical tradition was alive, the golden age was Augustan Rome. For us now it is the world before the First World War through rose-coloured spec-tacles, in this instance those donned by Monsieur Tissot,

donned by Monsieur Tissot. Yet this seemingly safe and pretty haven is haunted by a melancholy. Winter and death seem always to beekon. Again and again it is anturan and the leaves of the chestuni-trees are bright orange and failing on to the ground. In October a beanty in black founces catches our eye as she gathers up her skirts to avoid the carpet of leaves. She is silbouetted against a careade

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recovery for her. Best of all the Empress Engenie, still beautiful although encased in black as a widow, bids her son farewell beneath a weeping chestnut from which the leaves have almost gone, Shadowy figures advance along a path and we are left with a feeling of the gloom that has already been and a sense of the . doom yet to come.

· · · · · · · Water is an even more obsessive ingredient. Time and again we are in a room looking ont on to water or we are on a jetty or on board ship. Into 1,7722 these setlings Tissot places a

The eternal appeal of Tissor few figures locked into some must reside in his ability to be psychological drama of mood the perfect artist for greetings and expression. This contrast cards and biscuit tins. Although between the elemental force of water and the human dilemma enacted before it, cannot be other than deliberate. In Waiting for the Ferry a pratty but bored girl is being quizzed by a man. We seem to be left to imagine that when that ferry actually comes and she boards it a phase of her life will bave come to an eod.

In The Captain's Daughter and The Three Crows Inn, Gravesend, the theme is re-worked. In The Thames and Portsmouth Dockyard two women with umbrelies act oul women with umbrellas act oul variants of Millais's Between Two Fires with a sailor and a kitted soldier. Repeatedly a single figure or a group in con-temporary or 18th-century dresa is saught transfixed by a mood against windows looking out on to an expanse of water. Bad News News of our Marriage News, News of our Marriage and The Tryst, Greenwich are variants of the formula. The river bank as a location accounts for works as varied as A Tryst at a Riverside Coje. Holyday, Richmond Bridge and The Return from the Boating Trip.

His repertory of imagery is intriguingly circumscribed. Tis-sot never moralises and never directly tells a tale. The onlooker is left to weave his silhouetted against a cascade of them, lit from behind by own "before" and "after." That is part of Tissot's spell. He always gives us enough and no more. In his celebrated Too Early it is easy to conclude the embarrassment of the old bright sun. In The Letter a girl, again in black, stands beneath falling chestnut leaves which only heighten the ambl-guity as to the missive's con-tent. In A Convulescent a girl gentleman and the three beauties with him as they attempt to come to terms with their social four pus. It is treated with wit and humour, and no in white sleeps beneath branches of golden leaves soon to fall betokening, it seems, no judgment is passed. But what is typical is that this is as far as Tissot goes. What the rela-tionship of the three girls is to each other or to the old genueman we are left to decide.

At its best, as in these pic-tures from his English period in the 1870s, It is a brilliant format, as it leaves room for intellectual manoeuvre. But it can also result in reading too much into the pictures which is not there. I don't feel that Tissot au fond was ever a very



only too painfully show. And, inevitably difficult to muster up we might add, the paintings are an enthusiasm for the hundreds extremely uneven in quality. He begins in a sombre, tight, of biblical illustrations which followed his lale religious

academic style, painting pic-tures which portray religious emotion in an historical setting. conversion. No, the real jewels are almost without exception those from the English decade when a lightened palette was aligned to Their interest cannot be said to arise much above the archae-ological. His later scenes of Parisian life are painted in mastery of the grouping of figures and their social anima contrast in a loose, almost coarse, manner as flashy in colour and brushwork as the tion which be never surpassed. To see these brought together as a galaxy should on no cerebral artist. Nor, for that coarse, manner as flashy in To see these brou matter, was he a very good colour and brushwork as the as a galaxy sho draughtsman, as the drawings subject matter they essay. It is account be missed.

The Ballad of Soapy Smith

New York Theatre/Frank Lipsius

and perceptive views of haby hoomers in Loose Ends and Moonchildren, Michael Weller shows versatility in taking up the story of a genial and clerer Riondike rascal circa 1897. The Ballad of Soapy Smith makes the Public's Newman Theatre into a three-dimensional frontler town full of brawling drun-kards, pretty saloon girls and scheming merchants as background to the character study of Soapy, or as he prefers, Colonel Jefferson Randolph

Smith Based on an historical figure, Denis Arnt's Soapy is a surpris-ingly unimposing little man with a quick smile and fast tongue. He turns hones only when "capitalism is the best a vigilante committee to keep of the local madane and buss hustle going" but then wants a rough and ready justice, a saloon to run a gambling hall.

Pierre Boulez/Barbican Hall

Dominic Gill

Boulez memories revived. Last February, and subsequently revisions, which softened and enriched the effect. Stravinsky twice in the summer, Boulez returned to conduct the BBC No flutes caress the sonority of Symphony Orchestra after many for the first time since 1969 (and gives another programme with them there next week). The LSO received him on electric form, with a high

charge of viriuosity ibal was not so much purely technicalthe performances were not without their quots of incidental fuffs and blurs-as keenly, exhilaratingly aware; a brillian! high-voltage response far more telling than a mere matter of strictly correct articulation.

The programme was familiar-one can almost say by now, nostalgio-mix of Stravin-sky and Berg, opening with the first version of 1920 of Stravinsky's Symphonles of wind instruments, instead of the 1945 revision more commonly heard. I didn't follow with the score, but the differences of instrumentation between the versions

This has been a year of darker, more acidulate and ffampson's London debut on Tuesday drew only a modest was a full neoclassical bloom. house. Odd, for this firm has an excellent track record—and in the opening page; the closing years of absence. On Tuesday exordium, which opens out in he returned again to direct the London Symphony Orchestra for the first time since 1969 (and fact Hampson proved to be a great disenvery (only for us in London, since American and German audiences have heard first version into a glittering starry void. The effect is starker, a good deal of him already). The modest house was enraptured; it will he much bigger next time, and more elegiac (the Symphonics are dedicated to the memory of Debussy, a beloved He is a tall young American

with a few faces expands under

Robert Egan's direction into 31 actors playing 50 characters in

Skagway Alaska's one-year growth from 400 to 10,000

people. The town burgeons out of control. The merchanis form

friend); it is not difficult to see baritone, faultlessly described in the programme-blurb as " a why Boulez prefers it. versatile artist with a warm lyrical voice and an exceptional In Alban Berg's violin concerto the soloist was Pinchas Zukerman. This was the first sense of drama." Exactly; his musical and dramatic range is occasion on which Zukerman impressively wide, enhanced by quick intelligence and a mobile had played the Berg concerto anywhere, and in some of the most complex (and most anguisbed) music that showed: the sorrow of the terrible second face, and his soft-grained timbre -not perfectly focused in the top register-is atrongly pro-jected. He seems to he a born movement was eautious, the grief only teniative. But there Don Giovanni, and perhaps the absence of that role from his were many fine things too, especially as the performance warmed: I look forward to hearpresent reperioire shows becoming caution about whether present the voice has enough steel in it yel. His vivid (even lurid) sketch of Wolf's Pied Piper ing it again when it has settled. The concert ended with a spectacular account of the comsacrificed some rhythmic bite to plete Firebird ballet music easier appeal, and yet made too sparkling translucent, poised on little of the lyrical pareotheses, mentation between the versions a knife edge—a veritable feast are substantial, and instantly of Boulez virtuosily, brilliantly perceivable: the first is bleaker, mirrored by the LSO.

change, despite brilliant speeches and asides that make Soapy as rounded a character Young shown a recurrent allraction to the wilder side of American as Weller has over written. The best of Soapy comes across history. It reflects a Rousseaurivetingly honest but teasing. like faith in man in nature showing his true instincts, even He humiliates his partner in a taut, emotional scene that shows he rules his empire with zest-and intolerance. if the cleverest is also the most scheming. At least Weller's historical figures are not stereo-Weller's superh ability to types and Soapy's authority is firmly established. When an old capture a whole community

rival comes with a gang to kill

him. Soapy has already recruited the rogues himself. Surrounded by his armed and dangerous flunkies. Soapy takes protection money from the mer-chants, makes himself a partner

Abandoning his affectionate to convince the world be has while Soapy arrives with his Besides having to get the upper and perceptive views of haby reformed. Weller seems dubious financial backer and \$5,000 to hand with his original pariner, noomers in Loose Ends and that such a man can ever really establish his own form of Soapy to opposed by only one change, despite brilliant justice and control in the town, man, Kevin Tighe's Frank Reid, local the town. playwrights have an honest engineer and local authority. Too much of the end of the play is taken up with Soupy's dogged effort to win over the one man who opposes

17

him, an effort that finally and convincingly does succeed. When he kills a man and starts drinking Soapy loses the canirol by which he ruled. The playwright also loses the con-trol he exercises through character and ends with a contrived morality play. The nearly three-hour one of course

ates into a conflict not between Soapy and the world hut between Soapy and the play, in which both lose in the ultimately impersonal struggle to be larger than life.

Thomas Hampson/Wigmore Hall

David Murray

Though presented by Dr level of lus performance Elisabeth Schwarzkopf under demanded that. The Puel Piper, the auspices of the Walter "Der Kattenfanger," was Legge Foundation Limited, Mr actually a sulphurous success, formance London dibut on and the work of his bud Wolf and the rest of his rich Wolf and the rest of his rich worr group matched it a rapt "Ganymed," a most definate and reverent "Anakreons Grab," an evilly mischievous "Abschied" (Hampson has a gift for conveymg devilry), ff the vision of Auf einer Wanderung " was a degree too clamorous, and the sense of "Im Frilling," no: quite sustained, each was penetrating in its nwn way. singing like this offers rare rewards.

At the piano Geoffrey Parsons was on his best mettig in Wolf and in Hampson's Strauss group, no less varied and equally persuasive. There was a lively Parsons contribution to the opening Scarlattl songs and to Samuel Barber's familiar Joyce settings: in Ravel's "Don Quicho(te " songs he was duller, even plodding in the Drinking Song (good hiccups, though). Song but Hampson's stylish command --with excellent French-won out. The elegance of the songs, far from heing ruffled by his eager acting-through, was given fresh point, Opera won't be able to spare a performer of Hampson's communicative That is to judge him by the stamp, but as a recilalist too he severest standards. The general offers the real goods.

Saleroom/Antony Thorncroft

Andrew Clements Bernard Haitink returns to Peter Grimes is the strongest the orcbestra of which he was of the composer's orcbestral musical director for 12 years in works. The resonances touched a trio of concerts this week and by Haitink's hold, clear-sighted

London Philharmonic/Festival Hall

The Sotheby's sale of British and £38,500 for an equestrian paintings, 1500-1850, was re-scene by Ferneley Senior. markable for the high prices "Sir John Sheppey's bay colt pald for portraits, for long the 'Walton'" painted by Herring one sector of the art market Snr lo 1819 went for £36,300 pany is accustomed to give which had failed to show steady to R. Patterson and the National its plays an individual inter-

Happy Days/Donmar Warehouse

B. A. Young

next. The programmes contain a good deal of British music: the first, on Tuesday, consisted of Vaughan Williams, Britten and Elgar.

Haitink's evident enthusiasm



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for conducting British com-posers has not to my knowledge previously extended to Vaughan. Williams. The Tallis Fantasia is as good a place as any to begin an acquaintance; at pre-sent, however, bis view of it seems not to be as fluent and idiomatic as one expects. While

he was content to let the music unfold at its own unflappable pace, the way in which the cen-tral climax was fiercely articulated hinted at a certain im-patience with the work's mar-moreal stillness; the textures were just too carefully graded, violin solos restrained too much.

But there could be no qualifications about the way in which Britten's Sinfonia da Requiem was tackled bead on; more per-formances of such urgency. TICY 210 might convince conductors that execution was generally so high mit to the LR network the first as to dispel any thoughts of externally-funded arts series on criticism as soon as they arose.

account were revealing: with Berg-how marvellous it would be, one thought in passing, if Haitink were to conduct Wozzeck when he settles in at the Royal Opera - not sur-

prisingly, perhaps, hut also with Shostakovich. The world of the fifth symphony seemed close to the first movement of Britten's scheme especially, and to its pervading desolation.

In Elgar's violin concerto the orchestral playing was equally strongly characterised. There was a genuine symphonic weight to the first exposition; the climax to the development was delivered in a sweep of impassioned grandeur. In such a context the soloist needed to be of the highest quality, and Itzhak Perlman fulfilled every

expectation, with playing of untrammelled lyric purity and immaculate passage work. In places — the last movement cadenze an example—the sweetness accemed slightly im-personal, but the standard of

price appreciation.

A portrait of Miss Harvey by Sir Joshua Reynolds sold 10 a New York dealer for £82,500, around four times the estimate, and a pair of portraits of children by Pbilip Mercier, the French artist who worked in Yorkshire, went to the London dealer Fitz-Denneville for S71,500, way above the top estimate of £20,000.

The auction totalled £1,252,790 with a modest 14.9 per cent bought in. Another portrait, of At Phillips this week there was also an auction record price of £2,600 paid for eigarette cards. It secured 25 eards of a boy, by Mercier realised 541.800 (top forecast £12.000) and Lane Fine Art paid £40,700 for a Herring Sur portrait of the stallion "Sheet Anchor" cricketera, issued by the Glas-gow firm of D. J. Macdonald in 1905.

First sponsored arts series on ILR

A series of concerts by the Only days after the Independent Broadcasting Authority announced a relaxation in the Royal Philharmonic Orchestra rules governing Independent Local Radio, LBC, one of London's two commercial radio stations, is to produce and trans-

Portrait Gallery purchased a pretation of its own; hut what portrait by Sir William Beechey can you do with Berkett's can you do with Beckett's of Henry Addington, first Vis-count Sidmouth, the politician who earned fame for his aup-Happy Doys? Winnie is buried in earth up to her waist for the pression of the Luddite riots after 1812, for £4,400. first act. In the second act, she is buried up to her neck. Her companion Willie spends most In Sothebys first sale of iron-work in London a rare French of his time in a cave behind the mound that holds her. Only iron masterpleee lock and key of the 18th century sold for at the end of the play do we see all of him, and he bas little £9,020, above its top estimate, and an auction record for ironto any or do, apart from pro-ducing a trick bouquet of

flowers. So we must rely on the words. Yes, there are props, the sun-shade, the toothbrush, the hat, the bag, the pisiol, but they are no more than subjects for talk. What we must rely on for entertainment is Winnie's capacity to interest us in what she has to say about her situation.

Music/Monday. Opera and Ballet/Tuesday. Theatre/Wednes-

day. Exhibitions/Thursday. A selective guide to all the Arts ap-



Richard Wilding and Darlene Johnson

Royal Philharmonic Orchestra will be funded by Laskys, the specialist hi-fi and video retail chain. Thirty-three stations across the courty have agreed to take the broadcasts which Laskys will back with in-store promotions. Darlene Johnson kept my attention riveted. She was a that she treats so lightly. True, in the second act, when she is somewhat older ("to speak in understanding that you might there is genuine desperation at she begins to suspect that Darlene Johnson kept my attention riveted. She was a that she treats so lightly. True, her Willie may have deserted her: but after he has made his unexpected appearance dressed as if for a wedding she faces the play, as the sexist note in the oral stuck in the unhappy captivity as she begins to suspect that

Nov 16-22

Arts Guide

Exhibitions PARIS

Kandinsky: 70 paintings, many on loan from the U.S., Germany and Holland, are complemented by Nina Kendinsky's legacy of 700 drawings and sketiches, by his overspon-dence, his library and his own col-lection. The vast retrospective, the most important in Paris since 1963, retraces the different states in his retraces the different stages in his creation: Munich, the Banhaus and finally Paris. Centre Georges Pom-pidru, closed Tuesdays. Ends Jan 28. (277 1283).

Le Douanier Bousseau: Extraordinary tropical vegetation with exotic flow-ers, gently postic images of Paris and its surroundings, dignified pur-traits of himself and his friends fill Dousnier Roussear's convanes. Self-Donanier Roussean's convates. Self-taught, appreciated by Apollinaire yet cruelly mocked by others, he found an escape from the daily hundrum existence in the dream world of his paintings. Grand Palais, 10am-8pm, Wed till 10pm, closed Tue, Ends Jan 7. (260.39.26).

NEW YORK

litan Museum of Art: Te Maori begins its U.S. tour showing the native treasures of New Zealand, with a rich Polynesian heritage of stone and ivory ornaments, bone and since waapons and wood carv-ing Ends Jan 5.

Inserts of Modern Art: Primitivism in 20th Century Art has much good modern work by Picasso, Max Ernst Brancust among many others as well as striking tribal objects

from Asia, Africa and North Ameri-ca, but the theme itself seems meant to fill space more than pro-vide a better understanding of the ves or the moderns. Ends Jan

LONDON

The Royal Academy: Modern Masters from the Thyssen-Bornemisza Col-lection - a remarkable run through the history of western painting in the past 100 years or so. It reflects, as it must, the collector's taste and prejudices, But these are tempered by an admirable catholicity of inter-est, which can accomodate guite happily impressionism with surreal-iam abstract expressionism with cuof the Pharaohs - a rich and fasci-nating exhibition of more than 60

iam abstract expressionism with constructivism, realism with cu-bism. We begin with Corot and De-gas and end with Bacon, Freud and Glacometti, with Pollock, Picasso, Monthiamo, Beckmann, and so many others in between. Ends Dec nnely Juda Fine Art (Tottenham Mews, W I): Constructivism - once

again Mrs Juda has put together a definitive study of the abstract and released movements of the earlier docades of this century. And this lat-est exercise has a particular signif-icance, for it treats the practical con-

icance, for it freats the practical con-nection, the critical importance of which has only lately been reco-nised, between Dada with its figura-tive base and its inclination towards the surreal and the more formal and technical preoccupations of con-structivism. The catalogue alone is a major contribution to scholarship in the field. The Tate Gallery: George Stubbs - the

the Campidogilo in Rome earlier this summer. Ends Nov 25. Open from 10.00am to 7.00pm (closed Monday). Florence: Palazzo Strozzi: Fortuny

End of December.

ITALY

and the Belle Epoque. Twenty rooms hardly contain the exuberant artistic activity of Mariano Fortuny in the first lew years of this century. Notable among the engraving. Drawings and theatrical design is the fabric he invented - Delphos

critical rehabilitation of our greatest Plisset - adored by Eleanora Duse. horse painter continues with this magnificent exhibition, which clear-ly proposes him not only as our pre-eminent artist of the 18th century Ends Dec 2 lenice: Scuola Grande di S. Glovanni Evangelista: Behind the Vanetian Palaces; Three Centuries of Minor Architecture in Venice: 1492-1803: but as second only to Turner. The fact that we still designate him Horse Painter is at the root of the problem, for his popularity on that count, and his inclination to specia-Architecture in Venue: 192-100: An nusual exhibition tracing the history and development of a small area of the city with maps and var-lous documentation from the State lise, have long conspired to disguise the fact that a painter of horses may archives not only how and when the arcinves not only now and when the buildings were constructed. But who owned and lived in them, and how they lived. Open 10-7.00pm (closed Mon). Until Dec 9. as well be a great artist as a painter of landscapes, or people for that matter. Ends Jan 6.

Rome: Palazzo Braschi, Piazza San Panialeo, Autour de David: More Munich, Villa Stuck, Prinzregententhan 150 drawings from the Mu-seum of Fine Arts in Lille, covering nice: Palazzo Ducale: The Treasures the changes in figurative art be-tween 1760 and 1830. Drawings by Ingres, Gerard, Gericault and Girod-et, apart from the central figure of works (lent by the Cairo Museum) -covering over 3000 years, and containing an enormous variety of ob-jects from nundane things such as combs and cooking pots to the con-tents of Tutankbanaun's tomb. Unbil Jean Louis David. (Closed Moo). Ends Nov 25.

pears each Friday.

WEST GERMANY

Venice: Museo d'Arte Moderna di Hanover, Kestner Gesellschaft, 15 Warmbüchenstrasse: 80 coloured drawings from between 1880 and 1917 by Gustav Klimt, the main repca'Pesaro Egon Schiele: 1890-1918. Almost all works of this extraordinary painter. This exhibition was at resentative of the Viennese "Ju-gendstil" style. Ends Nov 25

vessels, woodent prints, gold sheel-ing and gold ornaments, pearls, greeo jade and glass, a sepulchral crown, bronze figures and tomb-stone reliefs. Ends Jan 13. Godiar, Mönchehaus, Mönchehaus-Düsseldorf, Städtische Kunsthalle, 4 Grabbeplatz: 180 paintings, sculp-tures and drawings illustrate the cultural scene in the 1980s in Berlin, Düsseldorf and Munich. Ends Nov 25

nich, Neue Pinakothek, 29 Barrer Strasse: Early Romantic Landscape Painters around Caspar David Frie-drich has 30 paintings - by among

others Friedrich, Carus, Dillis, Klenze, Blechen and Schinkel, Ends Nov 28. Cologne, Museum Ludwig, An der Rechtschule: Gruber Collection -

tings, drawings and sculptures from

the last siz years aim at an overview of today cultural scene in West Ger-many. The exhibition includes films

strasse 60: More than 350 book and magazine illustrations from be-tween 1893 and 1898 by Aubrey

Dissedant, Messe (fair ground): The fair bosts a modera German arts show with exhibits stemming from

beginning of Dec. Cologne, Museum für Ostasiatische Kunst, 100 Universitätsstrasse: The

60 unknown German artists, Ends

Museum of Far Eastern Art is show-

ing Korean art - some of which is

more than 5,000 years old. It in-

cludes extremely thin-walled sto-

rage jars with scratch patterns, bronze and stone weapons, glazed

strasse: Bronze sculptures by Wil-lem de Koonig, the abstract expres-

signist U.S. artist, who won this year's Goslar cultural prize. Ends Dec 6

and performances. Ends Dec 2.

Beardsley. Ends Nov 25.

Sanover, Forum des Landesmuseums, 8 Am Markte: A big retrospective, comprising 185 paintings, waterco-lours and drawings, highlights the oeuvre of Ludwig Richter (1803 to 1884), the German landscape and genre nainter. Frade Nov 24 20th Century Photographs has 250 works from between 1910 and 1875 by 90 European, Japanese and U.S. photographers. Ends Nov 25. genre painter. Ends Nov 24. WASHINGTON Düsseldori, Messegelände – Halle 13, Stockumer Kirchstrasse: 300 pain-

National Gallery: Old Master Drawing from the Albertina, celebrating two cecturies of Austro-American relations, includes Direr's Praying Hands among the 75 works by Frag-onard, Rembrandt, Pieter Bruegel the Elder, Lucas Cranach the Younger, and others. Ends Jan 13. Hirshborn: The entire third floor of the gallery will be filled with 157 works of painting, sculpture, con-structions and installations done in the past decade by 147 artists in celebration of the museum'a 10th anniversary. Ends Jan 6.

NETHER! ANDS

Ambrierdam, Allard Pierson Museum: Similar But Different, an exhibitioo marking the archaeological mu-seum's 50th anniversary, is devoted to daily life in Egypt, from 3500 BC to 600 AD. Not grandeur, then, but domesticity, as the visitor is led through a series of small rooms (one a re-creation of an Egyptian interior) displaying everyday objects, de-licate faience work, jewellery and religious artefacts. Richly illustrated catalogue. Ends Jan 1985. Concurrently, on the top floor, a remarkable display of the earliest photographs (1839-1860) of the mon-uments lining the Nile.

Haarlem, Frans Hals Museum, Italian Grand Tour seen from the Dutch angle. The sons of the nobility and the well-to-ch formed the vanguard of cultural tourism. On their journey includes some intricately worked through ftaly they commissioned or bought paintings, sculpture and oth-er works of art as mementos of their coming-of-age as gentleman of breeding. Some 200 of these souve-nirs from Dutch, German and British collections have been gathered together in an exhibition redolent of

a bygone age of leisure, wealth and fashionable taste. The vedute and portraits, which include works by fas Canaletto, Guardi, Piranesi and Tiepolo, complement a well-planned display of sculpture, prints and objets d'art. Ends Nov 25.

TOKYO

Ukiyo-e Prints and Paintings of the Floating World. In one of the largest exhibitions ever mounted of this genre, 700 items depict the manners and customs of the common people in the Edo period (17th - 19th centu-ry Tokyo). The development of Uki-yo-e is traced from people subjects to landscapes of Hokusai und Hishige of the late 18th ceotury. The Tosinge of the more horating both, extended its subjects to bistorical and literary incidents. Tokyo National Museum, Uneo Park. Ends Nov 25.

VIENNA

Medieval Art from Serbian Monaster-ies: This exhibition from Yugoslavia of religious art from Serbian Med Monasteries covers the period

silver book covers, chalices and inof interest, showing o surprisingly modern angular lechnique in depictiog garments. Other exhibits in clude illuminated manuscripts and copies of frescoes, and all show a fascinating intermingling of castern and western artistic influences. Museum of Mankind, Ends Jan 20. The Art of Otto Wagner: The designs The Art of Otto Wagner: The designs and draughtsmanship of Austria's most important orchitect are exhibited by the Arts Academy where Wagner taught from 1884 un-til 1913. All hus major projects are shown, many gloriously realised while others never left the drawing board. The exhibition charts Wagn-er's career as architect and town planner during which he mule the

from the 10th to 17th centuries and

planner during which he made the unusual transition from nillar of the establishment to enfant terrible joining the Secession Movement in 1899. He insisted that beautiful ar-chitecture had to be functional and modern. His revolutionary designs for Vienna's city railway achieved a successful fusion of architecture and engineering and the drawings reveal the discipline behind the creativity. The development of his last and most strikingly modern projects, the 1906 Post Office Sav-ings Bank and the 1907 Steinhof Church is shown from the earliest pencil sketches to detailed flog plans and final magnificent gilded colour-washed presentation draw-ings. Then, best of all you can go oul and see the real thing. Academy of Fine Arts, Schillerplatz 3. Ends Nov

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Wardshire and strategies

FTER a bumper yea **FINANCIAL TIMES** which the worldsemicooductor mark estimated to have soared all BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY 50 per cent to about \$27bn. U.S. micro-electronics indu

Telegrams: Finantimo, London PS4. Telex: 8954871 Telephone: 01-248 8000

Thursday November 22 1984

A locomotive out of steam

THE REVISED FIGURES for the third quarter in the U.S. economy, and informed U.S. economy, and informed estimates of trends in the current quarter, sharply underline the case for caution about the outlook. It now seems clear that the recovery slowed down sharply at mid-yeer, and so far sharply at mid-yeer, and so far shows no signs of rebound; out-put estimates have been revised down to just under 2 per cent growth at an annual rate for the third quarter, and probably for the whole second half of the year. The President can be congratulated on almost un-canny electoral timing, but on little else; his strategy of growlittle else; his strategy of grow-lng out of deficit now looks very like wishful thinking.

It is true that the verdict must to some extent remain provisional. Some close students of the U.S. economy still talk of a rebound next year. They suggest that there may be an suggest that there may be an element of faulty seasonal adjustment in the present figures, which understate cur-rent performance (and would over-state any rebound); and they pin their hopes on a second wave in the bousing boom on a work of fully boom, as a result of falling interest rates. There is certainly increasing pressure on the Federal Reserve to respond to slow money and economic growth by cutting rates further —both from the Administration and from some Governors,

Strong dollar

However, there is something a little Panglossian about a chain of reasoning which runs almost straight from an actual slow-down, via interest rates, to a revival. It is a little reminis-cent of the bullish double-think Administration to be heard from some currency dealers. The very people who were arguing recently that the strength of the dollar reflected down. should already be familiar, for the recent EEC projections for a uniquely strong economy, are a difficulty storing containing a bull point in the slow-down, which will enlarge the Federal deficit.

1985 were based on the assump-tion that U.S. growth would fail to 2 per cent next year, which now looks realistic rather than pessimistic. This implies little change in the Community's sluggish performance. In Japan A more objective assessment suggests different answers, both for the economy and for the dollar. The weakening of growth reflects a number of and the rest of Asla, which has won the lion's share of U.S. causes—notably the strong dol-lar itself. As British experience lar itself, As British experience import growth, the effects will has shown, the growth of import be sharper and are already penetration which results from being felt in flat orders and an over-valued currency is a rising inventories,

The ratio had been ebb steadly from an all time h of 1.66:1 last December last week, the U.S. So conductor Industry Associa cumulative process. Consumer demand switches quite rapidly, but is likely to recede, if the dropped a bombshell by rep-ing that it bad sunk to a rec-low of 0.67 in October. T exchange rate moves, more slowly as new products become entrenched in the market. A means that erders in h amount to only two-thirds slower but more insidious recent sales. response is oow taking place, as U.S. manufacturers themselves The mood in Californi Silicon Valley, where m major U.S. manufacturers a turn increasingly to foreign sources for composeots and entire products. These arrangeheadquartered, has swung it few weeks from buoyant o ments take time to set up, but are likely to prove durable.

Negative forces

U.S. econo

points.

ist time to get tough," says Mr Jerry Sanders, chairman of American Micro Devices (AMD), a leading semiconduc-tor manufacturer. Import penetration, which creates a growing gap between the growth of demand and the tor manufacturer.

growth of output, e gap which already exceeds 2 per cent of United States GDP, caused rela-American suppliers, which are expected to invest e record \$3bn in plant and equipment this year, have begun to defer tively little worry while the recovery was vigorous, but is a major threat in the present con-text. At the same time privete capital projects and stop hiring new staff. One of the biggest companies, National Semicon-ductor, also recently delayed sector capital investment and the sales of durable goods have the ambitious expansion of its fallen quite sharply. The troubles of the agricultural and factory in Greenock, near Glased resources sectors—a fifth of the U.S. economy—deepen. The hillion dollar question is

whether the market weaken There remain some bull oints. Consumer incomes are is the start of a severe and prolonged downturn or - as still rising in real terms, and the confidence evidant on elecost suppliers still hope merely a temporary correction after a period of super-heated growth

the confidence evidant on elec-tion day remains; the car makers, for example, expect to match their 1934 records (though this is zero-growth optimism). However, employ-ment has already apparently peaked and the whole picture is that of a sharp slow-down amid increasing difficulties with the control of Federal spending and borrowing. The Fed, which alone has the power to do some-thing to offset these negative The industry has e history of alternating violently between boom and bust, and forecasting the cycle is notoriously difficult. Indeed, firm facts are so hard to come by that in Silicon Val-ley's high-risk climate, senti-ment plays an unusually im-portant role in business planthing to offset these negative forces, will be watched closely.

Industry leaders admit that the signals this time are parti-cularly bard to read. "The busialready trying to talk the dollar ness picture is turbulent," says The implications for Europe

The signals are particularly

hard to read

Mr Andrew Grove, president of Intel, "There are a lot of changes and cross corrents Intel, chaoges forming a sheer wave as differ-

ent forces coincide." The bope is that a once and-The hope is that a once and-for-all adjustment is taking-place in order books, which were bloated earlier this year when severe product shortages drove customers to place mul-tiple orders for the same com-ponents. Behind the double bookings, suppliers maintain, there is still a solid underpin-ning of genuine demand which will gradually reassert itself. "Bookings don't tell the whole story. It is shippable bookings

A FTER a bumper year in which the world-wida semicooductor market is	THE TOP 15		
estimated to have soared almost 50 per cent to about \$27bn, the U.S. micro-electronics industry 1s beginning to wonder nervously whether the good times are about to end. Suddenly, the boom seems to have gone into reverse. Key components which were subject to erute shortages earlier this	1983 1. Texas Instruments (U.S.) 2. Motorola (U.S.) 3. Nippon Electric (Japan) 4. Hitachi (Japan)	Semiconductor sales (\$m) 1,638 1,547 1,413 1,181	
year are in abundant supply. And the U.S. industry's closely- watched "book-to-bill" ratio, which measures the relation- ship between new orders and shipments, is plunging. The ratio had been ebbing steadily from an all time high of 1.66:1 last December. But last week, the U.S. Semi- conductor Industry Association dropped a bombshell by report-	5. Toshiba (Japan) 6. Philips* (Netherlands) 7. National Semiconductor (U.S.) 8. Intel (U.S. 9. Fujitsu (Japan) 10. Matsushita (Japan)	983 917 875 775 688 600	
ing that it bad sunk to a record low of 0.67 in October. That means that erders in band amount to only two-thirds of recent sales. The mood in California's Silicon Valley, where most major U.S. manufacturers are headquartered, has swung in a few weeks from buoyant opti-	 Advanced Micro Devices (U.S.) Fairchild (U.S.) Mitsubishi (Japan) Siemens (West Germany) Sanyo (Japan) 	505 500 440 333 329	
niem over elation-to uncer-	*Includes Gignetics, 1963 sales; \$435m	Barris Barrison	

WORLD SEMICONDUCTOR MARKET

demand will be restored by that end of the next quarter, the outlook is subject to several derables.

Financial Times Thursday November 22 1984

30

25

20

15

10

1990

* U.S.

last of working

1983 '84

One is the impact on supply and prices of the introduction of new production capacity. or new production capacity. Integrated Circuit Engineering. a U.S. consultancy, estimates that worldwide capital spending by the industry this year has risen 60 per cent to \$6.4bn. In Jange almost a third of the Japan, almost a third of the capacity being installed is not expected to come on stream until next year.

Secondly, the U.S. personal computer business is showing signs of softening. Though it accounts for less than 10 per cent of total semiconductor usage, this has until recently been one of the fastest growing sectors of the American electronics industry and is regarded as something of e bell wether. Companies including Intel and AMD have suffered from cancelled and delayed orders for the 8088 and 8086 microessors used in IBM success ful personal computers end in rival "IBM-compatible" machines made by other manufacturers

drive has hurt its smaller com-petitors. Many have suffered drops in sales and some have gone out of business. There has been increased speculation that been increased speculation that even IBM may now be cutting even tion may now be citcing back on semiconductor orders for personal computers. Mr Grove of Intel, which is 20 per cent owned by IBM and supplies it with many components. declines all comment on IBM's orders.

In any event, slacker demand from personal com-puter makers has helped relieve shortages of key components shortages of key components needed by manufacturers of other microprocessor-based pro-ducts. Terns instruments says that, as a consequence, the, entire office automation industry began reining in its comissioned actor orders as long luctor orders as long ago as mid-summer.

The biggest uncertainty of all, however, is the future behaviour of the U.S. economy. As the use of microchips has spread to almost every manu-facturing sector, the fortunes of the American semiconductor industry have become tied ever more closely to general economic trends. However, the industry's performance, still tends wildly to overshoot shifts in the broader business cycle in

Semiconductor companies differ over how much the U.S.

Competitors hurt by IBM's

targets for the year to March, which were already at a record level. The nine largest com-panies say they plan to invest. a total of almost Y800bn marketing drive

economy has to grow by to keep For many Japanese manufac-For many Japanese maintac-turers, increasing market share and generating cash flow from semiconductor sales appears at least as important as short-term profits. Their microchip exports insite grown replety instants months, and between July and September, were running at almost twice the level a year their business moving up. National Semiconductor says that with 2.5 to 3 per cent real growth next war, "the semigrowth next year, "the semi-conductor industry will do very But according to Mr Gordon

Moore, chairman of Intel: "If the general economy grows by 2 per cent next year, we've got problems. If it grows hy 5 per cent, then after the inventory

Until receptly, their American cent, then after the inventory correction we'll do very well." competitors were too busy try-correction we'll do very well." Ing to meet demand to pay too much attention: But if Japan much comfort from the recently continued to expand exports in revised figures showing thet the face of a weakcoing world U.S. growth slowed sharply to market, It would risk rekindling an annual rate uf only 1.9 per the "irede Vicition" with the annual rate uf only 1.9 per

By Guy de Jonquieres in London, Louise Kehoe in San Francisco and Robert Cottrell in Tokyo monthly production and "in- put of raw chips is exported, dustrywide over-supply will not and the U.S. is its main overseas "I have personally spent a lot "I here personally spent a lot of time talking to customers in the U.S. and Europe," he says. "They tell me that their busi-ness is flat to up. Semiconductor usage has not declined." "Consumption continues to grow," says Mr Sanders of AMD. "User inventories are at too high a level and no pick-up tion may depress sales of the current generation of less

in bookings on be expected until these inventories are worked down." He expects the sbake-out to last until early

But Mr Michael Placko, an industry specialist with Ameri-can consultants SRI Interna-tional, is more cautious, "If the market recovers by March," he says, "it will be one of the shortest dips in history." He points out, too, that a fall in the book-to-bill ratio between July and August, as happened this year, has invariably accom-panied recession.

Order books are also being adjusted in response to easier supplies. In western Europer though its markets generally remain stronger than in the U.S. "Customers are ordering more carefully." says Dr Ted Holtwijk, chief semiconductor planner for Philips, the large Dutch electronics group. But Philips expects European sales

uccur any time next year." market. According to the Indeed, Nomura believes that Industrial Bank of Japan, its the higgest risk is that a rush semiconductor suppliers. have to buy the latest 256-K dynamic reaped a windfall this year be-random access memory chips cause the yen has remained (D-rams) now entering produc- about 10 per cent below the tion may depress sales of the deliver to per cent below the planned.

ALL AND CLOUDE LOUDE THE LOUDE COMPANY

powerful 64-K D-rams, a staple industry product. Japan'e home market has per-

The billion dollar question is whether the market weakening is the start of a real downturn or a temporary correction

Suddenly, the good times

may be coming to an end

formed vigorously so far this ductor export markets. But its year, Lately, however, a note of vulnerability offers little con-confion appears to have crept -solation - to -- U.S. - suppliess, into the attitudes of its semi- particularly in markets for into the attitudes of its semi-conductor industry towards the "standard" mass-produced mem ories where competition from Jepan is most severe. outlook for next year. While substantial growth is still expected, it seems likely to be below the admittedly extremely

"When things look dicey, U.S. manufacturers immediately suspend capital investment, because there is a lot of pressure on high rate achieved in 1984. There have recently been signs of a slowing in Japanese good earnings," says Karen Mavec, an analyst in the Tokyo office of stockbrokers Jardine Fleming. "Japanese firms can take a long-term view: they don't have to please shareholders by worry-ing ebout earnings if, in five years' time, they are sitting on

nen's ambitions.

But unrest in the "marzipan set" seems likely to cause fur-ther disturbances as tha City

But Anthony Lipmann, of metal broker M. C. Brackenbury,

has become something of an expert in the subject since they

revolution runs its course.

Film designs

a bot product. The Japanese TR-

(\$3.3bn).

earlier.

mains highly exposed to any prolonged downturn in semiconcame

approach is to spend even through a downturn," she says. American semiconductor comanies have already painfully learned this lesson. They froze new investment during the late 1970s recession, only to dis-cover that their Japanese rivals had gone on adding capacity and

The industry, of course,

much better equipped to meet demand once the upturn Capital spending is, indeed, still roaring shead in Japan. In September, its leading semicon-ductor manufacturers raised still further their investment

shop hours

Freedom for

THE REPORT on shop bours confectiooery and tobacco out-released yesterday by the Home lets might decline by 17¹/₁ per Office is to be welcomed not cent. only for its conclusion but for In the long-term, the liberali-

its lack of fudge. The comits lack of fudge. The com-mittee of inquiry set up last year by Mr Leon Brittan, the Home Secretary, has been sub-ject to intense lohbying by a wide range of interest groups —the issue of Sunday opening and late-night shopping has pro-voked unusual partisanship. It would have been only too easy for the committee to opt for a compromise which might beve kept all the parties bappy—for exmaple, Sunday opening for a kept all the parties bappy—for exmaple, Sunday opening for a wider range of shops in some parts of the country. Instead, It has gone the whole bog and recommended the lifting of all the legal restrictious which have been in force since 1951.

The way in which the com-mittee, beaded by Mr Rohin Auid, has chosen to ergue for Tates. Auld, has chosen to ergue for wholesale deregulation is of some interest. As the com-mittee notes, there have been plenty of previous demands for reform in the past 30 years; 18 Private Members' Bills, for example, have been introduced without muccess in Parliament. without success in Parliament. But proponents of reform have generally failed to make a case for upsetting the status quo because they beve been unable because they beve been unanie to prove that great economic benefits would flow from longer trading hours. The Auld Com-mittee shifts the onus of proof. It denies that it has to demon-strate either a "need" or a "demand" for reform. Instead it argues from a different pre-mise: the law should not inter-fere in human affairs unless in doing so it serves a justifiable purpose.

The wisdom of arguing on while late-night shopping res-philosophical grounds is evi-tictions were justified in the dent from the economic study of the likely effects of deregulation undertaken for the committee undertaken for the committee unscrupulous employers. by the Institute for Fiscal Neither consideration now Studies. Once again the tangible retains much force: the welfare sciences. Once again the tangentie retains much lorer, the weinare benefits of longer hours are state supplements very low hard to establish. In the short rates of pay and only 10 per cent run the effect of an extension of the population attend Church of trading bours is the same on Sonday. The committee pararun the effect of an extension of trading bours is the same as an increase in the number of doxically suggests that liberal-shops. Since e commensurate in- isation of hours might create e crease in total retail sales is more important role for wages highly improbable, the result is councils, which are normally likely to be an increase in costs, seen as likely to reduce flexi-pressure on margins and an in-bility in business. By promoting crease in the concentration of greater efficiency and larger the industry. In some sectors, stores, deregulation may not the IFS predicts that deregula- only leed to higher average tion would lead to e large re- pey, as the IFS suggests, but duction io the number of shops: also create better working con-in bousebold goods the decline ditions. The role of wages in cepacity might be 30 per councils may be diminished cent while the number of drink, rather than enhanced.

sation of shop bours would lead to a more efficient retail sector shippahle. end a slight reduction in unit costs. The change would also accentuate an existing trend in the ecooomy from full-time to part-time work. Late-night and

figures

Sunday trading would probably mean an increase in the total mettle number of people employed in the retail trade, suggests the IFS, but a reduction in the number of "full-time equivalent" jobs. The loss of full-time equivalent jobs would increase in time as the retail trade became more efficient. Average

wage rates would tend to rise as full-time jobs disappeared, reflecting premium Sunday

a dove.

Wages councils

Such narrow economic con siderations are not the whole story. The benefit of more flexible shopping hours is un-quantifiable but probably con-siderable: in the past 30 years, shopping within conventional shopping within conventional hours has become more difficult for increasing numbers of housebolds—the proportion of married women who work full or part-time has risen from 24 per cent in 1951 to 57 per cent in 1981. Even so, pent-up demand for change among consumers is hard to prove; the committee cites e 1981 Netional Consumer Council study in which only one in 10 respondents found existing shopping hours inconvenient although

other polls indicate greater interest in reform.

TELEPHONE

"Must go-there's a crowd of prospective charebolders outside"

year and is pushing ahead with investment expansion. In Japan, the semiconductor

story. It is shippable bookings that really count," says Mr Charles Sporck, president of National Semiconductor. "Yon have to determine what part of industry remains much more builtsh than in the U.S. Nomura Securities, Japan'e leading stockbrokers, said recently thet semiconductor inventories were that order backlog is really

production of video recorders, office eutomation equipment and

personal computers. All are large users of microchips. A weakening of U.S. demand for video recorders is a particular point of concern.

More than balf Japan'a outhistorically low in relation to

Men and Matters

the "trade friction" with the cent in the third quarter. Mean U.S., which was a live issue while, as Silicon Valley waits until about 18 months ago. and watches, Mr Sanders of

almost twice the level a year

U.S., which was a live issue while, as Silicon Valley waits until about 18 months ago. and watches, Mr Sanders of Though most U.S. manufac-turers express confidence that conductor industry is enjoying

the balance between supply and a respite in business.

Harold Musgrove, who stepped out of the shadows to take over st Austin-Rover after Sir Michael Edwardes' departure, does not cultivate a "hard man" image. It just seems to grow naturally.

An attentive public relations

nanimous in victory. He enthu

An attentive public relations man suggests "resolute and de-termined" might be a more appropriate description. But that is not the view of trade union laaders who, in the latest round of pay talks, have become used to his personal interven-tion-the piercing eyes, gaunt features, and the message delivered in clipped, uncom-promising sentences. Musgrove speaks their just that. Nor is he prepared to back off from tha High Court con-tempt action egainst the Trans-port Workers. He argues that he owes a responsibility to the majority of his employees who promising sentences. Musgrove speaks their language. A Birmingham grammar school boy who served

majority of his employees who set ______ are "clearly being led into strikes they do not want." now be While the present legislation requires secret ballots, he Backed demurs from suggesting that is Internatio what he wants to impose on the yesterday trade unions, Bat a change is pany to brokers i his time as an engineering apprentice at Austin alongside "Red Robbo," the communist convenor ba dismissed just five ecessary, he says.

Use of the new legislation is by no means political, he argues. "We do not seek to use the law in the place of indus-trial relations. But the fact that years ago, Musgrove is the undoubted hawk on a five-man board where anyone would be emharrassed to be described as It is there means we must take advantage of it." His management etyle makes it difficult for him to be mag-



The Freech, the Germans, the Belgians, and the Dutch all do it. The British seem to be egainst it. I am talking about levying a 15 per cent value added tax on books.

added tax on books. The Chancellor may have such a wheeze in mind to garner an extra £85m. Supporters of the National Book Committee gathered in London yesterday to launch e campaign under the slogan Don't Tax Reading. The committee's many argu-ments take in Gladstone, the Bible and adult illiteracy. Lady

Bible, and adult illiteracy. Lady David, chairman of the com-mittee claims thet threequarters of books sold have educational value. But that surprising claim was

somewhet spoiled by Harry Keating, an author of detective fiction, who stood up to say that Mills and Boon books are also educational.

Those highly successful pub-lisbers specialise in romance of helpful attitude towards their

A metal broker dealing in things ses about how his managers the type where the bero execu-made clear to union leaders tive sweeps the secretarial seeking a compromise in last-ditch talks that the final pay like aluminium T-bars is not, perhaps, the first person you would turn to for an apprecia-tion of the finer points of the filing cabinet on the last page. I suppose it depends upon how one views "education." offer of two weeks ego meant just that. design of costumes for Marlene Dietrich, Dolores del Rio and Madeleine Carroll in their 1930s

Slice of action Some of the City's "marzipan set"-those just below the icing, just above the cake-are

new venture.

Drew

turnover.

Grievesoo

and

turned out his great aunt's attic beginning to hreak in 1976. The gardener given the job pitched an old trunk on to a rubbish heap. Next morning, the family found strewn around Backed by John Gunn's Exco International, four of them yesterday formed a new com-

pany to act as inter-dealor hrokers in the gilts market by the Bank of England. under the new regime planned by the Bank of England. They were the work of Austrian artist, Ernst Dryden, a famous designer and illus-trator in Vienna and Paris in The youthful but expert team is led by Nigel Williams, 28, who worked with Gordon Pepper at Greenwell's, before joining Grieveson Grant in 1978

the 1920s, who left Europe in 1933 for Hollywood. as a member of its gilts team. There he designed the cos-tumes for Dietrich in The Garden of Allah, for Carroll in The Prisoner of Zenda, and del Rio in Devil's Playground. Bill Kissack, 35, who has been at Grieveson'e for 18 years and is the firm's assistant office manager, joins Williams in the

The designs of another six

The two others moving in with 6 per cent of the equity epiece are Clive Cooke, 26, a gits salesman for James Capel, and Geoffrey Lott, 28, a gilts floor dealer with Phillips and films were credited to him before his death in 1938 when all the works in his studio were sent to his friend, and Lip-mann's great aunt, Helene Zadek, in Surrey. They lay in her ettic for the next 38 years. Williams, managing director

Willrams, managing director of the new company, says "When the City buy-outs started, groups of us began to get together to discuss what we should do. We thought the changes would bring opportuni-ties for us to make e bid to get up the king." But some were back in the U.S. yesterday—in the first ever. sale of the artist's work at Sotheby's in New York.

Keeping pace.

Spotted in a Naw York lift: a Exco will not be a primary man wearing "penny" loafers with a quarter installed in the dealer in gilts and Williams be-lieves the joint venture will be spot reserved in the 1950s for the lowly, copper-coloured one cent coin. Inflation strikes ideally placed to benefit from the expected increase to market again. Capel

Observer



56,580 sq ft To be let

A Development by





into the king."

I DO NOT normally write pieces in the form of "Memo to Maggie" or Memo to Alan Walters" (her former econo-mic adviser). But if I allow mymin adviser). But if I allow my-self one exception it is to urge her to veto the objections of the Department of Health and Social Security (DHSS) to ideas intended to make National Insurance contribu-tions less of a deterrent to taking on more workers.

N. . Maler

· Carlo de la

1. Teor 22 (9) 1 Art Mag

In ISM's

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For it is becoming ever more clear that the key to any short-term effective action on un-employment lies in various aspects of the National Insurance Scheme. The employer's National Insurance Contribution (NIC) acro as e payroll tax and the employee's contribution is treated as an eddition to income tax.

Of course contributions have other roles as well, such as establishing entitlement to establishing entitiement to benefit. But there is no strict relationship of the kind any insurance company would recognise. If Mrs Thatchec would ask a few of her Finchlay constituents she would soon find that, whether as employers or workers, they regard NICs as a tax. Before outlining some pos-

sible changes in National Insur-ance, a word is necessary about the general context. The bottom table contains some estimates of the forces behind the rise in unemployment from around 2 per cent in the late 1950s and early 1960s to around 18 per

cent today. They cannot claim ex cathedra anthority or to be the last word in any sense. They inevitably reflect the particular model and estimating methods of the authors, Professors Layard and Nickell.

The table needs a good deal of interpretation and what fol-lows does not necessarily commit the anthors. For some "in-tellectual" opponents of the Government's financial strategy the item "demand factors," which has added 5 percentage

For the squeeze in real demand has been necessary not merely to reduce inflation, but to pre-vent it accelerating.

Compenses. 化式試驗管 ે પર: Even this estimate could be too optimistic.

For if an unemployment rate of 9 to 10 per cent-and the

Technological

Why National **Insurance** is an insidious tax on jobs

By Samuel Brittan

Economic Viewpoint

state of business activity going with it-were compatible with stable inflation, one would wage increases to be expect falling. There is no need to pursue the matter here. An 8 per-centage point increase in less

than two decades in the lowest than two decades in the lowest rate of unemployment that can be sustained without an accelerating inflation is serious enough, without having to argue that the true increase is higher.

The main interest of the table to very low paid or casual workers. Some benefit recipients is in the non-demand forces affecting unemployment. The estimates are probably more

part-time

that increases in that power ebove its earlier level added only modestly to jobless totals. But if the basic level of

vent it accelerating. Indeed two pages later the authors have an estimate of the underlying level of unemploy. ment compatible with nou-accelerating inflation—the in-famous NAIRU, once known as the "netural rate," In their view this rose from 14 to 2 per view this rose from 14 to 2 per to 10 per cent in 1980-83. Even this estimate could be too

In any case by far the most important influence on unem-ployment, after "demend," shown in the table, is employers'

1. 1. J. 1. L.

labour taxes, to which nearly 3 percentage points of the unem-ployment increase is attributed.

To an employer of labour an increase in payroll costs is an incentive to economise on labour, whether it comes from higher wages or from that parti-Up to earnings of £34 per week (£35.50 from next April) there is no liability for either employers' or employees' concular payroll tax known as NICs. tributions. Beyond this limit there is e liability of 9 per cent for employers and 19.45 per cent for employees. Moreover, Before moving further into these controversial waters, a word about benefits. For the unlike income tax, the National present rules act as a deterrent Insurance liability operates oo

Occupation Cleaners

Domestics Typists Nurses

Shop assistant Clerks

Counterhand

Barmaids Kitchenhands

All other occupations

All accumations

Teachers

Total

the whole of a person's pay, once the threshold bas been are liable to have benefit re-moved pound for pound, for anycrossed, giving at one point an infinite marginal tax rate. earn on the side. No wonder employers have e one aspect of social preference for splitting jobs iscourages people on among part-time married women from looking from rather than taking in youog-work, there is sters looking for full-time emthing they earn on the side. But if one aspect of social security discourages people on the dole from looking from

FACTORS IN JOB LOSSES

	1956-66	1967-74	t975-79	1956-66
	to	to	to	fo
eriods	1967-74	1975-79	t980-83	1980-85
mployers' labour taxes	0.59	P.97	1.29	2,85
come taxes	0.41	0.48	-0.25	0.64
direct taxes	-	-	0.09	P.09
nions	0.49	0.59	0.30	1.38
eal input prices	-0.28	P.72	-0.55	-0.11
lismatch	0.14	0.18	0.51	P.83
emand factors	0.12	P.07	5.3t	5.36
comes policy	_	~0.20	0.31	0.1t
otal	1,47	2.67	7.01	t1.15
ctual change	2.16	3.02	6,20	11.38

LSE Centre for Labour Economica, No. 642

another which encourages em-ployers to hire part-timers at the expense of full-time workers. Up to earnings of £34 per week (£35.50 from next April)

WOMEN PART-TIME WORKERS

1981 (000s)

2,423

994

3.417

Part-timers a

% of all

employees 1951

45.6 10.2 3.1 17.6 6.0 7.7 22.6

20.0 27.0 3.7

11.t

23

4.2

% of all

employees 1981

75.9 51.5 18.6 78.3 27.6

33.8 63.7 67.5 67.5

11.5

37.2

6.9

16.3

Source: C. E. Hart And C. Trinder, NESR

contract, and many other costs. But all these obligations cao be evoided by taking on employees working less than to hours per week, for whom the Employ-ment Protection Act does not

fijon that the Chancellor bas provisionally sel aside for tax cuts in 1985-86 to reduce employers' NICs by 21 percentage points rather than to raise tax thresholds or reduce

the basic income tax rate, Cutting NICs would be no Jobs, pay, unions and

the ownership of capital

different in principle from the pbased elimination of the Labour-imposed National Insur-ance Surcharge (NIS) over the last few years; and one would like to see a study of the latter's

NICs, if there is the most modest chance that they will produce more jobs. But the issue is not as cut and dry as the enthusiasts suppose. A strict the eothusiasts suppose. A strict classical economist would ask why the divisioo between employers' and employees' N1. and income tax, should make any difference. In a given state of the lebour and product markets, with given union monopoly power and other imperfections, and a given tax burden, will not net wages,

labour costs and employment be the same? If there were no force to the objections at all, wby not go back to full employment by increasing other taxes and reducing employers' contributions road in the country oucht soon to be adorned with "Don't Tax Reading" stickers which more and more, if necessary to negative levels? Even without eny net reduc-

tion in employers' NICs there special message. is a strone case made out by Layard (Working Paper 668) for restructuring NICs so that a heavier burden is leried on belter-paid skilled workers relative to low-paid, unskilled ones, He has many ingenious argu-ments for the switch-of which far and away the most conpected next year on their VAT-exempt status. An ambiguous slogan, bow-ever, might be the least of the skill shortages are reached among skilled workers when there is still excess supply at bookmen's worries. The National Book Committee has rallied all defenders to the cause with a brochure pointing out that a purchase tax on books the bottom end. Layard's detailed proposals are here stated in a form which

was thought unacceptable even to raise war revenues after lacks his normal political skills. Mucb of what he wants could be Dunkirk. Mucb of what he wants could be achieved by a graduated, pro-gressive NIC (which now incredibly ceases on earnings above £250 a week) with perhaps a band of negative rates at the lowest end. A graduated tax (levied only on increments of pay) would also reduce the present enormous immo in contributions at £34 But after this snirited open-ing, far too much time has been wasted polishing up price classicity arguments, special pleas in aid of the book trade's marcins and "commissioned studies by economists and international experts," The Government has asked the Treasury to prepare the financial case for change. If and when Whitehall rolts out its jump in contributions, at £34 Der week.

The arguments about the structure of NICs and the effects arguments in favour of the new VAT, the publishers will be riding out with their mlero-conomies like mounted cavalry structure of NICs and the effects of a reduction are not entirely separate. For the Treasury's fear that NIC reductions would be passed on in wage increases would be less likely to be ful-filled, the more differentiated any reduction were in terms of pay levels, category of work, or region or anythings else Pass. charging a regiment of tanks. Sir Douglas Wass, retired Permanent Under-Secretary of the Treasury, pointed this truth out publicly at the beginning of the month. Standing up like Daniel in the den of tions, he simply told the Society of Bookregion, or anythings else, Pass-ing-on would be least likely of ung-on would be least likely of questions relate not to the pletely for oet additions to a sudden sharp starting point for company's labour force. NI cootributions just discussed. Although in the very long run but to the effects of using the marginal subsidies pleiely for oel adurts force, company's labour force, Although in the very long run marginal subsidies would what is men in an after-dinner speech that the Treasury bad heard it all before, all before, Quile so: the publishers can expect no more sympathy for their business case than all the other trade lobbies defeated over VAT, from brewers to saucepan handle manufac-turers geoerale avoidaoce, what is required is a clear, immediate signal to employers that taking on workers is fashlonable, res-pectable and rewarded. turers

Nor does there really seem much point in the book trade trying to argue the toss with

A booklet containing reprints of Samuel Brittan's recent the Treasury over the macro-economics of the issue. It may well be that VAT in this case would be an absurdly false economy—that a prospec-tive gross yield of perhaps £90m few years; and one would articles on these subjects is to see a study of the latter's now available from Nicola Banham, Publicity Department, reducing unemployment Financial Times, Bracken As reducing unemployment Financial Times, Bracach should bave a greater priority House, Cannon Street, London than cutting income tax, I EC4, price £1.50, including would undoubtedly go for lower postage.

the Treasury over the macro-

Lombard

Gladstone on knowledge

By Duncan Campbell-Smith

THE CITIZEN5 of Reading added to the nation's f12bn could be in for a surprise. Cars' educational budget. back windows on every main

But has not this Government just announced plans lo ditch the pound note in favour of an almost universally unpopular might strike them as a very pound coin, all to save £3m a vear? In fact, the campaign to pre-

19

The book lobby surely has empt Value Added Tax (VAT) only one effective line of on books and newspapers with counter-attack which can offer be trying to marsball every last reasonable hope of embarras-ally against the assault ex- sing Cabinet ministers. The

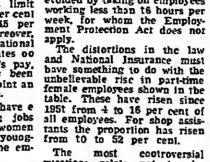
sing Cabinet ministers. The essence of the fight against VAT should be that, when applied to books and other publications, it would simply be Against The National Interest The UK is the biggest ex-porter of books in the world; hut it is also itself the world. Any further shrinkage of the UK industry's domestic sales base could only damage its combase could only damage its com-

base could only damage its com-petitiveness abroad. Cancelling UK grants fur overseas students was a body hlow to British interests in several parts of the developing world Deliberately undermin-ing UK book sales in thas areas would appear an almost perverse act of short-sighted-

As for the impact of lowce book sales on British culture itself, either you bullove it will 2-3d to philistinism and adult illiteracy at the expense of general education and of new, young writers, or you do not. Mrs Thateher certainly appeared to do so, when she was Education Secretary; the National Book Committee's task should he to spread this convic-tion and work up a public show nf outrage by all those who share it.

share it. If the statistics take over, all will be lost. The committee should take a leaf from Glad-stone's book, this 1860 budget was responsible for making books tax-free in the first place, by removing excise duty on paper. When the House of Lords resisted the reform, the Grand Old Man wasted little time on the role of paper manu-facturers in the economy. Le facturers in the economy. Ite launched a great campaign of principle, harnessed every constitutional issue he could find to embarrass his opponents and fired the imagination of Parliaa year would emount to a ment and the pencie. The misereble net revenue after slogan then was Don't Tax taking account of all the lillic Knowledge and so it should be extra bills which would be now.

effect



Luddism From the Chairman, Mackintosh International Sir,-Sitting in my Munich last week, recovering hotei

from a tong day spent at an enormous electronics exhibition (c 1200 exhibitors) and confer ence (Electronica), I was astonished to read Mr Topo-rowski's plea (November 14) for "more British Leylands and fewer Inmoses.

In that article there is hardly a single assumption made, or conclusion reached, with which can agree so an attempt at a detailed rebuttal seems rather pointless. Nevertheless, fearing that some readers may actually be persuaded by his anachro-nistic musings, I want to offer a few points to try to counter Mr. Toporowski's technological First is the sheer size of

the electronics (or information technology) industry itself. In 1983, the total worldwide market for electronics goods, excluding defence electronica and the Communist bloc, was and the communist bloc, was around \$260bn, making it com-fortably the largest manufactur-ing sector, and far out-stripping the older manufacturing indus-tries (eg, cars) which Mr Topo-rowski access to be arguing we should "rejuvenate" (although)

should "rejuvenate" (allough he fails to suggest how this goal, destrable in its own right, might be accomplished]. Simply projecting historical growth trends for the elec-tronics industry (which, in the past, have invariably under-stated the actual outcome) shows that by about the middle stated the actual outcome) sbews that, by about the middle of the next decade, world-wide production for the electronics sector as a whola will exceed \$1,000bn in real (ie, present-day) value terms. The second, more important

The second, more important, point is that unlike, say, the internal combustion engine (which created its own indus-trial revolution), electronics reducible (in the prevasive technology is truly pervasive. The older industrial sectors, for The older infustrial sectors, lot which. Mr. Toporowski pleads special treatment, will be per-meated by electronic products —both in the computer-aided manufacturing processes by which they are made, and in their actual performance. This can already be seen — Clitheroe, Lancs.

This can already be seen -starkly — in the car industry, where the intelligent and wide-spread tise of robotics eppears to have provided British Ley-land, for one, with a route to survival (and at immensely greater cost to the British tarpayer than pur modest funding of the IT industry), and where the modern automobile depends critically: for its performance and sales appeal on the rapidly-increasing use of electronic aids engine management, safety, information display, entertainment and communications.

It was perhaps understand-eble, 10 or 20 years ago, that many economists, politicians

Letters to the Editor

En

and managers in Europe were and the programs of such as myself that the industrial world really was moving into a wholly new and revolutionary technological era. But surely today, faced with the examples of the U.S. Japan and several countries in South-East Asia, it can no longer be doubted that any advanced nation's future prosperity will be directly related to its competitive abilities in, and com-mitment to, the production and use of the most sophisticated products of the information technology industry. For Britain and its European

partners the choice, in my opinion, is clear. Either we invest sufficient financial and manpower resources in the pro duction and application of elec tronics technology (hardware and software) to achieve competitive parity with Japan, et al, or we will gradually fall into an irreversible economic decline, ending up as what I have dubbed a once-industrialised

country (OIC). (De) Ian M. Mackintosb, Mackintosh House, Napier Road, Luton, Beds.

Writing BT call options

result in the loss of "founder shareholder" status and with it the relevant "perks." H B. Lord. 19, Gills Croft,

Ronning with the

From Mr J. Wolker.

exchange controls allowed the investment abroad of both the NUM funds and the mine-workers' pension fund. For the former, Mr Scargill and bis

union trustees contest in the courts the investment abroad of the letter. J. Walker. Woodcroft, Bath Road, Upper Langford, Avon. Those golden handcuffs From the Managing Director. Sounders, French (Pensions Administration) Sir,-Mr R. Nunez (November

17) argues, quite rightly in my view, that future pension scheme benefits will be largely inflation protected as opposed to tha benefits earned pre-1978 pensions.

It has to be emphasized, bow-ever, that this will only apply ever, that this will only apply to benefits based on earnings up to the upper earnings limit (currently £13,000 per ennum) and, despite Mr Nunez's dis-missal of them, the high flyers and those with special skills who are eble to command moch higher salaries also need some form of inflation proofing; and more than that offered under

the new Fowler proposals of just 5 per cent per ennum maximum. These tend to be the sort of independently minded people who prefer to avoid the "granny knows best" syndrome of pension and who elect to have

From Mr H. Lord Sir,-Clive Wolman (Nover

their own, fully portable, pen-sion fund and not be sucked into thosa "golden handcuffs" Alan G. Saunders, 49, Bath Street,

Glasgow. Music makers' rewards From the Press and Information

Officer, International Federation of Phonogram and Videogram Producers would otherwise never be heard."

hare and ...

Sir,-Like Mr Ransley (Nov ember 16) I read with interest your article "NUM Funds elude sequestrators." He cpuld have edded that the abolition of

cal culture depends crucially on music-makers receiving pro-per remuneration for their efforts. "Pirate" radio, like private copying (bome taping) and the criminal piracy of sound recordings, represents one more way in which the one more way in which the copyright owners are cheated of their just rewards. Dave Laing. 54. Regent Street, W1.

out regard for the creative and

financial investment which went into its production.

Dual resident

companies From Mr R. Smith.

Sir,-The announcement by the Financial Secretary to the Treasury, in which the Govern-ment proposes to restrict group relief between a dual resident company and its subsidiary, will seriously affect the level of over-seas investment in this country, and appears to ignore the economic advanteges that are aveilable to the UK subsidiaries which arise through the opera-tion of the dual resident com-pany scheme. The reason that the Inland

Revenue has not attacked such tax planning in the past, even though It bas the benefit of the decision in the Furniss and Dawson case, is that, in reality, no tax is being avoided. This is because the overseas invest-ing company can alweys pur-chase a UK company through a UK registered intermediary and obtain UK tax relief for the interest paid by the loss-making intermediary. The major economic reasoning for the use of the dual resident intermediary is that tax relicf can be obtained in the country of incorporation of the intermediary as well as in the UK. The lack of this option in the future will hence reduce over-seas investment in those cases where the investment decision is marginal.

There are two major economic advantages accruing currently to UK subsidiaries pf dual

sidiary does not normally pay its parent for the use of the parent's tax losses, and it does Sir, — The plea on bebalf of "pirate" redio stations by Mr R. Russell (November t61 hands of the dual resident comclaims they offer a "much wider pany, is taxable in its country range of music, much of which of incorporation. The retention of what are effectively pre-taz profits in the UK company has If this is the case, all well the effect of allowing the comand good. Composers, perfur-mers and producers of recorded rate than would normally be music all wish their work to possible. This profit reteotioo reach as large an audience as most certainly would allow the possible. But they equally wish UK company to take higher most certainly would allow the to be properly rewarded for it. risks in the fields of develop-For nearly every radio station, recorded music is the mainstay ment, diversification and em ployment, factors which the Government should be concenof programming. Legitizoata stations are legally bound to traling its attentions upon encouraging.

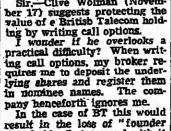
pay for the right to use such valuable material. The union are content to invest valuable material. The Robert W. Smith. abroad to evade the due process "pirates," however, simply steal of the law, while he and his the music they broadcast, with-Staplecross, East Susser. Robert W. Smith

resident companies. A sub-Perth,

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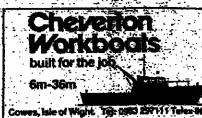
Quality in an age of change.





FINANCIAL TIMES

Thursday November 22 1984



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U.S. HOPES FOR SHULTZ-GROMYKO MEETING

meeting.

Moscow move on arms talks

BY REGINALD DALE, U.S. EDITOR, IN WASHINGTON

THE Soviet Union has indicated a "willingness" to hold high level talks with the U.S. to prepare the ground for a resumption of superpower arms control negotiations, U.S. officials said yesterday.

The latest in a series of Soviet messages since President Ronald Reagan's re-election earlier this month was said by Administration officials to have been delivered to the State Department at the week-

In the light of the message, diplomatic contacts were continuing in the hope of arranging a meeting be-tween Mr George Shultz, the U.S. Secretary of State, and Mr Andrei Gromyko, the Soviet Foreign Minister, early next year, to discuss the future of the arms talks. they said. The officials emphasised, how-

ever, that the date, place and agenda for such a meeting remained to be worked out. "We like the tone of their public statements, hut we're not there yet," said one official.

The expectation in Washington is that the next meeting between the two men would be either in Moscow or a neutral West European capital, given that they last met in Washngton in September. At that meeting, both sides expressed interest in further talks after the U.S.

Despite continuing signs that the two countries are working on resuming the arms control process, there has so far been little evidence

China plan

to raise

HK\$10bn

for N-plant

By David Dodwell In Hong Kong

THE BANK of China in Peking

plans to raise HK\$10bn (U.S.\$1.27bn) through what will

be the territory's biggest ever loan syndication as part of its funding of the Daya Bay nuclear power plant in Guangdong, Da

Gong Bao, a Hong Kong newspa-per with close Peking links, re-

Bankers linked with the

HK\$40bn project, which will in-

Rossia and the U.S. are expected to send high-level teams of arms control experts and officials to Australia early next year for sep-arate talks with the Australian Government, writes Michael Thompson-Noel in Sydney.

The U.S. and Russian teams are not expected to meet face to face. Mr Bill Hayden, Australia's Foreign Affairs Minister, said yesterday, however, that the talks stood a chance of easing the

that issues of substance have been raised - or even that they would be at an initial Shultz-Gromyko Moscow is still prohing to dis-

cover the precise meaning of Mr Reagan's proposal that the talks be speculation in Washington that a resumed under a "single umhrella." The concept is not even widely understood inside the U.S. Adminisenko later in the year. tration, which remains deeply divided over the future conduct of arms control negotiations.

The latest Soviet message, which meeting. U.S. officials saw as further opening the way for a Shultz-Gromyko meeting, was received on Saturday, the day after Mr Konstantin Chernenko, the Soviet President, publicly called lor a return to de-Moscow writes. tente between the superpowers in

an interview with NBC television. Administration has wel-The comed the Chernenko interview in both tone and substance. Mr Shultz ing the election campaign will be

"intense rhetoric" between East and West, and of bridging the gulf between them on arms con-The talks are likely to include discussion of arms control in space, chemical warfare, and chemical weapons manufacture.

Australia was recently voted onto the UN Security Council, and is keen to nffer its services as honest broker in the arms control arena.

said that it was now time for the two sides to work out, through diplomatic channels, ways of resuming the dialogue. There has also heen renewed

Shultz-Gromyko meeting might pave the way for a summit meeting een Mr Reagan and Mr Chern-Mr Chernenko, however, indicatget under way. ed in his interview that be did not yet consider the time ripe for such a of the contents of the message sent

Little change in the Soviet position on arms control talks with the U.S. is expected before next year, despite the friendlier tone of recent exchanges, Patrick Cockburn in

The Soviet Union is clearly interested in knowing how far President Reagan's more amicable statements on East-West relations dur-

new EEC followed by substantive changes in rules for U.S. policy on arms control.

Until this bappens, "there is no reason for the Soviets to shift their SE listing ground," said a Western diplomat resterday. In recent interviews, wever, President Chernenko bas By John Moore, City not emphasised the removal of medium-range cruise and Pershing II Correspondent, in London missiles as a pre-condition for start-COMPANIES SEEKING a listing ing talks, as he did earlier in the

tion in the American position.

A change in President Reagan's

There is no indication in Moscow

though Mr Andrei Gromyko, the

The general Soviet reaction to the

European arms co-operation,

Page 2

mation from the U.S.

staff needed full time.

cant given the 2.2m people employ-ed in retailing. It also believes that while equivalent full-time jobs

might be lost, more people might be

employed in shops on a part-time

Opponents of Sunday trading a

Washington last Saturday,

for their shares on the London stock market face tough new rules President Reagan's plan to hring imposed by the European Economic Community before their shares can arms control negotiations together under a single umbrella has sparked some Soviet interest, but be listed, whether they are British or not. diplomats see this as a procedural, The new requirements have had rather than a substantive, altera-

London

imposes

to be backed up under law through secondary legislation in the UK, un-der which the London Stock Exchange is required by law to see that the European Community's advisers on arms control would prohably have greater impact on the Kremlin as an indication that minimum standards are followed. Sir Nicholas Goodison, chairman of the London Stock Exchange, out-Washington really wants talks to lined the rules yesterday. He said that the stock exchange ruling council "regret that some of the flexibility which has characterised the procedures for dealing with ap-Soviet Foreign Minister, did see Mr Arthur Hartman, the U.S. Ambas-sador in Moscow on Monday. plications for admission to official listing in the past will he lost. The utmost effort will be made to retain as much flexibility as possible in the administration of the new idea of one umbrella for negotia-tions has been to seek further infor-

procedures." Under the requirements, the stock exchange has the power to introduce rules more stringent than or additional to the minimum standard laid down by the European

dard laid down by the European Community. Sir Nicholas said yesterday that it was thought that the European Community's requirements could be implemented in the UK by "sim-ple administrative means." Follow-ing rulings in the European Court, however, the British Government decided that the rules had to be put into statutory form

its existing rules and any foreign company, whether or not incorpo-rated in a member country of the European Community, must comply with the new arrangements. The Community's directives offer

THE LEX COLUMN Sometimes on a Sunday

The suggestion that St Michael might open his gates on a Sunday and in the sticks to hoot - would only a few years ago have been dismissed as laughable heresy. And even the most fanciful analyst would hardly have linked, the

Marks & Spencer name with Tesco in such an enterprise. But retailing commandments hreak easily these days and the announcement yesterday of a Tesco/Marks joint development, together with the publication of the Auld report on opening hours, paved the way towards just such a destination.

issuing of shares more time-con-suming and bureaucratic. Overseas The Auld report recommendations, once implemented. may make issuers will find that the amount of little difference to the profitability paperwork required has gone up by of the quoted retailing sector in aggregate. It is reasonable to sup-pose that the chains will pick up further market share from local an order of magnitude - handing in an Extel card will no longer do. even if you are Coca-Cola. On a humbler level, promotion from the USM is bound to prove more cumconvenience stores but the benefit of that could easily be offset by the bersome than originally intended And the process of gaining approval for issue documents will be less rise in unit wage costs.

The report will more probably hasten the process of change within the sector itself. It is a measure of how rapidly Marks has been outdis-

tanced by events that it is now seeking a partner to belp it across the minefield of out of town plan-Whitbread ning consents. Similarly, it is a remarkable reflection of Tesco's success in ditching its cheap and cheerful image that Marks now views it as a suitable partner. The furniture and DIY groups clearly stand to benefit from Sunday trading but department stores, too, might receive a shot in the arm. Whatever would Lonrho say if Harrods opened on a Sunday?

Yellow Book

A new edition of the rules on Stock Exchange listing of securities was probably overdue. It is a good thing that the evolving mass of reg-ulations has now been comprehensively pulled together in a more or-

derly fashion. The pleasure of regu- Overseas operations contributed ever, by the exchange's introduce profits for the half-year to August-tion of some foreign-looking pages up 15.2 per cent to £57.8m overall-into the familiar yellow binder, but it was British beer that put on These bring in the statutory powers the most despite discriptions that the exchange has acquired in caused by the closing of the Luton its new role as competent authority brewary, which nibbled at Whit-for the EEC directives on admission bread's market share. and listing of securities.

flexible and more expensive than

readers may be marred, how- as much as 20 per cent to pre-tax

It is at the retail end that Whit-In most respects, this piece of bread has shown its vigour, spendharmonisation will probably have ing CIm a week im revamping or little practical impact. But the new branding its estate, which should obligation to apply statutory regula- leave net debt equivalent to 35 per tions rigidly is bound to make the cent of shareholders' funds by the year-end, almost 10 points higher than 12 months ago.

The shares, down 2p to 193p, stand at a sensible prospective p/e ratio of just over nine, assuming the same rate of pre-tax profit progress for the year and a tax charge of 25.5 per cent.

BP/Johnson Matthey There are occasions when it.

seems the market can take an awfully long time to discount well-publicised information; yesterday's fur-ther 18p slide in Johnson Matthey's share price might just conceivably bread's shares suggests that the have been a case of delayed reac-market feels the group has got it tion to last week's traumatic rights right with its \$110m acquisition of prospectus. More likely, the market have been a case of delayed reacgroni

2180 #Ses C z: % . pletes the picture.

1.16

UK law may be changed to allow seven-day shop opening BY DAVID CHURCHILL, CONSUMER AFFAIRS CORRESPONDENT, IN LONDON

ABOLITION of all legal restrictions employees are apparently keen to 5,000 full-time jobs might be lost in on sbop opening hours, which work and many working couples the short-term, with 15,000 more would pave the way for lawful Sun-make all their big purchases on lost over a longer period. That is beon stop opening hours, which work and many working couples would pave the way for lawful Sun- make all their big purchases on day trading in England and Wales Sundays. Mr Leon Brittan, the UK Home

for the first time, was recom-mended yesterday by a Home Of-fice committee of inquiry. The committee's report was wide-Secretary, welcomed the report but made clear that the Government would gauge public reaction before y welcomed last night hy some deciding on its next move. The eading retailers and consumer

Home Office does not plan any furgroups, although strongly criticised by the main shopworkers' union, ther consultation period. It seems likely that the Governthe Union of Shop, Distributive and ment will itself sponsor legislation Allied Workers, as well as by relito allow seven-day trading rather gious bodies. The law is unlikely to be changed than leaving it to be introduced pri-vately by an MP. Given pressure on

before next year hut some hig re- parliamentary time, the Governin trad- ment would probably prefer to wait tailers are expected to be

lower demand in the earlier part of the week, thus leading to fewer The committee points out, how-ever, that that is relatively insignifi-

cause the European Community has insisted that all cases must

Only someone on the right course

The recent popularity of Whit-

before.

the U.S. drinks importer, Bucking- decided some time vesterday to ham Corp. The purchase should write off the prospect of an offer just cover its financing costs this from BP. This would not be an un-year, and now that it is clear that reasonable reaction to the sight of the promising Rothschild wines will selling by Fielding, Newson Smith,

stay with the new owners. Whit- a broker which had previously been bread's energies can be applied to observed buying Johnson Matthey stiffening the position of Cutty Sark shares on BP's behalf. Even though in the shrinking premium blended none of BP's own holding appears which are been involved in under

in the shrinking premium blended inde of BP's own holding appears whisky market. Although the benefits may be 18 day's selling, the market may still months away, Buckingham pre- be justified in adding (or subtract-sents good possibilities for linking ing) two and two; at 85p the shares with the Julius Wile/Fleischman ac- have dropped by 40 per cent. in a quisitions of 1982, and the sheer week. A bearish circular on JM size of the Whithread presence from Fielding's oil analyst comshould attract brands.

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Zectro :

into statutory form. cause it believes more trade will be concentrated on a Sunday, with

The stock exchange bas revised

receive "similar" treatment. The London Stock Exchange, however, has the power to take into

no concession from the minimum requirements. Concessions previously granted to New York and American Stock Exchange-listed companies will not continue in their present form be-

volve two 950MW power units and is intended to sell the majority nl the electricity generated to Hnng Kong, yesterday confirmed that the Bank of China had such a plan, but emphasised that it may be two to three years before the loan has to be raised.

Da Gong Bao reported that about 70 international banks have shown interest in taking part in a syndication for Daya Bay. Officials linked with the project emphasised that the Bank nf China's Hong Kong branch would not be directly involved with the syndication, even though the loan is likely to be denominated in Hong Kong dellars.

Contracts to huild the plant are expected to go to GEC of the UK, and Framatome of France, with a deal due in be finalised before the middle of January. Funding ol the early stages of the project expected to amnunt to about HK\$10bn - is likely in come from export credits backed by Britain's Export Credit Guarantee Department (ECGD), and Coface, the ECGD's French counterpart.

The project will be a joint venture between Guangdong Nu-clear Investment Company, with a 75 per cent stake, and Hong Kong Nuclear Incorporated, whose sole investor so far is China Light and Power, the territo-ry's leading electricity supply company. The joint venture contract is likely to be signed next month, after approval by Hong Kong's Executive Council at its meeting an December 18.

The plant is expected to be in operation by 1991, the report said, with China Light and Power agreeing to buy about 70 per cent of the plant's total output. The foreign exchange earned through these sales will be critical in enabling China in repay the foreign exchange costs of the project.

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ing on Sundays before Christmas until the next session before intro- also expected to capitalise on the on the strength of the committee's ducing a Bill, although it may be committee's conclusion that sevenreport, to take advantage of current forced to act more quickly.

parliamentary party, with back-benchers criticising Mrs Thatcher's tion of the principles stance and suggesting that the Irish Ireland Forum report."

BY BRENDAN KEENAN IN DUBLIN

Mrs Margaret Thatcher the UK Prime Minister and the Irish Prime

Minister Dr Garret FitzGerald, fell

apart yesterday. The Irish Government reacted

strongly to comments by Mr Doug-las Hurd, the Northern Ireland Sec-

retary, and in Duhlin Dr FitzGerald

came under pressure from his own

leader should have taken a stronger

There must now be considerable

doubt about whether the two gov-

ernments can make any further

Continued from Page 1

culations its trade-weighted index rose to 140.9 from 140.

In the oil market Statoil of Nor-

ay is being undercut by the Brit-

ish National Oil Corporation, which is selling at \$28.65 a barrel against

Meanwhile the Organisation of

Petroleum Exporting Countries is thought not to be adbering strictly

to its new lower output ceiling of

16m barrels a day agreed in Geneva

Iran has been increasing produc-

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\$ 41

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Norway's S29.

last month.

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Anglo-Irish progress in doubt

would leave a question mark over the planned follow-up meeting be-

tween the two prime ministers ear-

subjected to a scathing attack in the Dail (parliament) by the opposition leader Mr Charles Haugbey. Mr Haugbey accused Dr FitzGerald of

"abject capitulation to a new British

intransigence and a craven deser-tion of the principles of the New

The differences between the gov-ernments became public after Mr

tion rapidly, and tas been offering

discounts of about \$1.60 a barrel on

Nigeria has still not rescinded its

Spot market prices for Brent

\$2 a harrel price cut and seems un-likely to for the present.

show a steady decline, moving into the spring with a price of about \$27.40 quoted for February ship-ments. One oil trader said yester-

day: "There is no panic in the price,

hut a process of steady attrition. We see no collapse in prospect."

its light crude.

Dr FitzGerald has already been

ly next year.

buoyant consumer spending. Seven-day trading is already widespread in the U.S., where shop However, the committee has giv- closure rate for small shops, which

account the nature and extent of day trading would accelerate the the regulation to which the company is subject in its country of incorporation when considering any re-quest for exemption from providing required information in the listing details.

Some of the rules are already followed by the stock exchange, such as the Community's requirement that companies make half-yearly reports during their financial year. THE CAREFULLY constructed approgress towards a common posi-pearance of progress after Mon-tion on Northern Ireland. This said that claims about the aliena-day's Anglo-Irish meeting between would leave a question mark over tion of Ulster Catholics from the po-In some cases, the stock exchange's requirements are tougher than the European Community's directives. For example, the stock exlitical and security institutions were change ruling council requires that applicants must produce five-year The Irish Deputy Premier, Mr Dick Spring, who leads the Labour accounts, whereas the minimum re-quirement under the directives is Party in the ruling coalition said, on

three. Companies which are listed on the stock exchange's nursery mar-ket for companies - the unlisted securities market - will also have to satisfy the new requirements Sir Nicholas said yesterday that

if practitioners in investment "do not get together and submit them-selves to voluntary regulation they could end up with a state-imposed regulatory body."

Milk levy legal action N. Sea oil price falls

nique had been issued.

overstated.

Hurd repeated Mrs Thatcher's view for the Northern Ireland parties to

that there could be no executive try again to reach agreement role for the Irisb Government in the among themselves

Continued from Page 1

behalf of the Government, that it

was "astonishing and unacceptable" that Mr Hurd should refer selec-

tively to some of the issues raised

in the course of a confidential meet-

ing, especially as a joint commu

Mr Hurd had stressed the need

administrative machinery isfy complaints from Britain, West the Germany and the Netherlands that needed to monitor production not enough is being done to enforce levels.

the rules. It was France's warning at the farm ministers' meeting earlier this month that it was unable to meet a Denmark and Ireland are also be-

November 15 deadline for payment that led to the latest postponement - the third since the superlevy was transfer the saving made by some ntroduced. dairies with under-quota output to The main thrust of the legal actionse overproducing. Under the

tion, however, is clearly aimed at superlevy rules, penalty payments Italy which, so far, has failed to should be made at dairy, not nation-take any notable action to set up al, level.

Genscher calls off Warsaw visit

introduced.

Continued from Page 1

ly been the most amenable to resuming contacts. ready seen visits by Mr George Pa-pandreou, the Greek premier, the 348 Austrian and Finnisb foreign ministers and the more controversial one 23 73 73 by Mr Rifkind. Mr Genscher would have been

Mr Genscher would have been the first Nato foreign minister to go to Poland since 1981. Mr Giulio An-dreotti, the Italian Foreign Minis-ter, is due next month. In Bonn there was every sign in Bonn there was every sign 582 that Herr Genscher fought to the crossed over by similar means, last to keep the trip alive. He when another Polish cruise ship

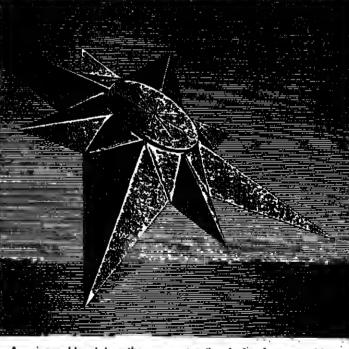
hriefed European Community col- docked at Lübeck-Travemünde last D-Druzzie F-Fair Fg-Fog Sn-Snow T-Thunder S-Sun leagues in Brussels on the implica- Friday.

tions of his scheduled talks with However, it was pointed out here Polisb leaders before returning to that West Germany, not Poland, This autumn, Warsaw has al- Boon to learn that Warsaw had ap- called off Herr Genscher's visit parently toughened its conditions. and that in any case the defections Bonn maintains that the spate of while unprecedentedly spectacular, defections by Poles to West Ger- are not the first of their kind. The West German Government many in the last few days had noth-ing to do with the cancellation.

The West German Government was insisting last night that it remained committed to reconciliation with Poland. Herr Genscher himself bopes the trip can go ahead as soon as possible "under suitable

circumstances." The delay, as in the case of the postponed visit to West Germany of Herr Erich Honecker, the East German leader, may be a long one, however.

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